

## Dozens of TV channels in broadcast revolution

By Richard Evans  
Media Editor

The long-awaited Broadcasting White Paper was hailed by the Government last night as a charter for increased choice for viewers and listeners and condemned by opponents as a recipe for less diversity and lower standards.

Mr Douglas Hurd, Home Secretary, told MPs his "enabling framework" could help usher in several dozen television channels and hundreds of new radio services.

He told the Commons: "We aim to ensure that viewers and listeners have greater freedom of choice from a more varied output of programmes, including programmes of high quality. British television has a deservedly high reputation in the world. We expect to see that reputation grow with the new opportunities which are now in sight."

The multi-channel vision of Britain in the 1990s, outlined in a White Paper whose publication has been delayed for 11 months, was immediately attacked by Mr Roy Hattersley, Shadow Home Secretary, who said it reflected commercial rather than broadcasting values. "It pretends to offer

choice, in fact many of the new channels will do no more than offer vast profits to the tycoons of international television", Mr Hattersley said.

"It is a giant retreat from the concept of public service broadcasting. Its result will be less diversity and lower standards."

Mr Hurd's Commons statement contained few surprises because all the major recommendations had been widely leaked. But the White Paper will mean an enormous shake-up in the existing broadcasting landscape — particularly in the commercial sector.

Mr Hurd insisted the ownership of commercial television and radio should be widely spread and revealed detailed proposals to ensure that control of television and radio services was not concentrated in the hands of a few groups or individuals.

But Mr Hattersley mocked the ownership restrictions and predicted there would be no regulation "to which Mr Rupert Murdoch takes exception".

With Government critics having warned that more television would mean worse television, Mr Hurd said there would be safeguards to protect viewers and listeners from "shoddy wares and

### MAIN RECOMMENDATIONS

● A fifth "terrestrial" TV channel starting in 1993, followed by a sixth if technically feasible.

● The present ITV system to be replaced by a regionally based Channel 3, obliged to include quality news and current affairs programmes. Companies will be freed from detailed programme scheduling by regulators.

● The Independent Broadcasting Authority and Cable Authority replaced by Independent Television Commission offering a "lighter touch" regulation on all TV services.

● Franchises for Channel 3 and Channel 5, which will run for 10 years, will go to the highest bidder provided applicants meet satisfactory programme requirements.

● A new night-time franchise on commercial television.

● ITC to have tough powers to ensure that winning bidders meet standards.

● Small television stations for towns and cities using the latest microwave technology.

● Greater freedom to raise money through sponsorship.

● Channels 3, 4 and 5 will be expected to show high quality news and current affairs programmes dealing with national and international matters and to show the news in main viewing periods.

● Although the BBC is left largely untouched by the White Paper proposals, Mr Hurd said the Government looked forward to the "gradual introduction of subscription on the BBC's television services and to the eventual replacement of the licence fee".

But with the present BBC charter not running out until 1996 he told MPs the licence fee would

continue "at least for some time to come".

The only disappointment for the BBC will be the Government's decision to allocate night hours from one of its television channels to the ITC, which will offer it to outside broadcasters.

Programme transmission, now done by the BBC and the IBA, will be separated from programme services and moved progressively into the private sector.

The two unallocated direct broadcasting by satellite (DBS) channels — three have already been awarded to British Satellite Broadcasting — will be advertised early next year so that five high quality direct to home channels will be available soon.

After his Commons statement, Mr Hurd emphasized that detailed regulation of television was now outdated and it was time the viewers were set free.

"It will be a great deal more viewers' choice rather than the detailed requirements of the regulators that call the tune. This is a radical White Paper," he said.

Although the White Paper contained some "green edges" and ministers would continue to listen to criticisms and suggestions the document contained the "main

pillars" of the Broadcasting Bill.

The newly formed ITC will carry out regular performance reviews of Channel 3 companies and be empowered to issue a formal warning — a yellow card — and to remove a licensee — a red card — 12 months later if the station's performance remains unsatisfactory. Ministers are also considering severe financial penalties.

The ITV companies, worst hit by Mr Hurd's plans, last night warned that the Government blueprint could spell the end of quality programming on their channels and reduce viewer choice.

Mr Greg Dyke, LWT's director of programmes, said: "It is very difficult to see how ITV will be able to make the breadth of programmes it has made in the past."

He questioned whether there was enough money in British broadcasting to support all the Government's plans for extra stations. "If there's not, the real threat to traditional ITV is not that it will only lose minority programming, but that it won't be able to afford to make majority programming. That is a very real danger," Mr Richard Dunn,

managing director of Thames Television and chairman of the ITV Association, reinforced the point by comparing British broadcasting with the US.

In Britain 20 million homes were being called upon to support the development of up to 40 channels by 1992. "That is the kind of number of television channels that the US just about supports with some difficulty with a television base of 90 million homes. The big question is, is there enough money to finance all these services?"

Mr Michael Checkland, director general of the BBC, said subscription television was in its infancy and the corporation would be watching its development very closely.

He said: "In this context the proposal to franchise the night hours on one BBC channel is surprising." The BBC was best placed to maximize the use of its night-time hours.

British Satellite Broadcasting, which launches three direct-to-home channels next autumn, welcomed the liberalization and competition in the White Paper.

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## Lawson row forces pension top-up pledge

### Scheme unveiled to defuse controversy

By Robin Oakley and Philip Webster

Mr Nigel Lawson was forced yesterday publicly to commit the Government to a new scheme to help more than a million of Britain's poorest pensioners with an additional benefit to top up their existing state benefits.

The premature disclosure of a plan not yet costed or worked out in detail was the price of defusing the political controversy after the Chancellor of the Exchequer's

briefing to Sunday newspaper journalists.

That produced reports suggesting he was planning means-testing benefits for pensioners.

The new scheme, aimed at helping the poor and elderly pensioners, was discussed by Mr John Major, the Chief Secretary to the Treasury, and

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Mr John Moore, Secretary of State for Social Security, during the recent public expenditure round which preceded last week's autumn statement.

The Prime Minister is also understood to have been involved in the talks.

It was agreed in principle. Officials in the Treasury and the department are already working on the complex details.

Among the beneficiaries will be those elderly pensioners who retired before the state earnings related pension scheme (Serps) came into operation.

But there had been no intention of revealing the existence of the scheme until the future which greeted suggestions that the Chancellor planned to deny millions of pensioners the right to universal benefits.

The Chancellor's public admission that the scheme whatever it finally turns out to be, will be funded out of additional resources delighted Conservative MPs, and particularly social security ministers.

The Government claimed that it was that scheme to which Mr Lawson was referring when he hinted to journalists during Friday's briefing that benefits should be targeted on the poor, a strategy which can only be done by means-testing.

What he failed to point out to them, but was obliged to spell out yesterday, was that there would be extra resources to pay for the new benefit and that it would not be funded by

cuts in existing benefits. Mr Lawson disclosed the plan to help poorer pensioners when he was forced to the Commons Dispatch Box yesterday by an emergency question tabled by Mr Neil Kinnock, the Labour leader.

Mr Lawson denied that he had any intention to introduce further means tested benefits except in one respect: he had been in discussions with Mr Moore on a scheme to help poorer pensioners. "This would be over and above the existing level of benefits," he said.

Conservative MPs seemed last night to have been reassured by Mr Lawson's explanation, but there was puzzlement over why the operation had not been mounted earlier. The Treasury accepted that it had underestimated the extent of the political fallout.

Throughout yesterday Mr Lawson blamed his difficulties on the press whose reports he described as "the most inaccurate, half-baked and irresponsible I have seen in nearly 10 years as a minister."

But when Sunday newspaper journalists challenged him to justify his claims by producing a transcript of the interview a further Treasury embarrassment was revealed.

The tape recorder used by an official to monitor the meeting had failed to work properly.

These resulted in denials and had Mr Lawson calling the reports "inaccurate, half-baked, and irresponsible."

Last night the lobby men challenged the Treasury to make the tape recording public, but officials were saying that "a fault in the tape machinery" meant that there could be no transcript of the meeting.

Mr Robert Harris, political editor of *The Observer*, challenged the Treasury to publicize what had been said at the meeting. "It is unfair of the Chancellor to blame distorted reporting," Mr Harris said.

"Ten people got exactly the same impression from the briefing."

"It is not just the remarks that were made but what came before and after them. The best way of clearing up this confusion would have been for the Treasury to have released a transcript."

Press reports based on the briefing suggested that benefits such as free prescriptions and the £10 Christmas bonus could be under threat. There was political condemnation, too, from both sides of the Commons of Mr Lawson's apparent desire, according to Sunday newspaper reports, to consider means testing for pensioners.

The briefing is convened annually for the Chancellor to

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## The day the tape failed at No 11

By Howard Foster

It was 10.15 on Friday morning and 10 senior political journalists trooped into a large meeting room on the ground floor of No.11 — the Downing Street residence of the Chancellor of the Exchequer.

They sat in a semi-circle around the Chancellor, who was accompanied by Mr John Gieve, his Treasury information chief.

The journalists were not expecting very much in the way of story — just an off-the-record chat with Mr Nigel Lawson about his Autumn Statement.

Not all of them even bothered to take notes, but the official tape recorder was running anyway, as is the practice at ministerial briefings.

Most of the half-hour session was taken by lobby correspondents' questions and it was towards the end that one of the lobby men, Mr Jack Warden, asked the question which resulted in the front page headlines on Sunday suggesting that some pensioners' benefits were under threat and that means testing was possible.

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## France welcomes a Princess in style

### Prince set to bolster Paris ties

From Philip Jacobson  
Paris

The Prince of Wales last night began his most intensive working trip in Paris with the Princess of Wales.

The first item on his programme was a call on President Mitterrand at the Elysée Palace for a private audience, a meeting intended to set the tone for what amounts to a formal state visit of great diplomatic significance.

Last night, the royal couple were Mitterrand's guests at a glittering banquet in the Elysée during which Prince Charles was to make his first formal speech on Anglo-French relations.

Written partly by himself and delivered in fluent French, it had been presented in advance by government sources on both sides of the Channel as an important contribution to bilateral relations.

The tone of the five-day visit was set at Orly airport, where the royal couple were greeted by the French Prime Minister, M Michel Rocard.

The usual frenzied clatter of camera shutters greeted the Princess's appearance in a bright red outfit in wool with gold buttons, worn over a white silk blouse and topped

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wooing the French: The Princess of Wales wears the classic lines of Chanel on her arrival.

## US candidates in last dash to win

From Michael Binyon, Washington

The 1988 United States presidential election campaign reached a frantic climax yesterday, with Vice-President George Bush and Governor Michael Dukakis both crisscrossing the country in 11th-hour attempts to sway undecided voters.

With each man claiming that momentum was on his side, and warning of the dangers of the other's victory, the contest moved from the Rocky Mountains to the West Coast and then back to the vote-rich industrial Midwest.

Mr Bush, after campaigning fiercely in Michigan, Ohio and Missouri, was due in Texas last evening to vote in Houston, his adopted home town.

Mr Dukakis began an exhausting day with rallies before dawn in Ohio, and campaign appearances in Missouri, San Francisco and Los Angeles and then back to

Iowa. Weary aides said he would probably not sleep last night, catching only brief rest on his aircraft.

Senator Lloyd Bentsen, Mr Dukakis's running-mate, campaigned in Texas, Louisiana, Arkansas and Missouri, and Senator Dan Quayle, the Republican vice-presidential candidate, made appearances

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in Maryland, Virginia, and in his home state of Indiana.

The latest polls all put Mr Bush comfortably in the lead. One, by USA Today/CNN, gave him a margin of from five to 12 points.

Exhaustive surveys by *The Washington Post* and other papers also found Mr Bush holding a commanding lead in the Electoral College.

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## Bald smuggler who dreamed of ruling islands

From Edward Gorman  
Male, the Maldives

The man thought to have organized the abortive but bloody coup attempt which shook this tiny island capital last Thursday is a former tropical fish exporter and poultry farmer with a history of smuggling and involvement in two previous coup attempts.

While investigations continue into the plot amid tight security, there is little doubt here that Mr Abdulla Luthfee — a Maldivian in his early forties who wears a hairpiece to cover his baldness — planned the coup and the assault on the National Security Service headquarters which prompted Indian intervention.

Mr Luthfee was seen by several witnesses — sightings confirmed by

The cargo ship in which the mercenaries tried to flee from the Maldives capsized and sank yesterday while under tow, an Indian official said in Delhi. Nobody was on board. The Press Trust of India reported that a second ship, carrying about 100 mercenaries and possibly hostages, had been spotted from the air, sailing towards India.

President Gayoom — walking in the streets with the gunmen on Thursday after the initial fighting. He is said to have installed himself in the President's office declaring himself the new ruler of the islands.

Last night, however, together with 44 mercenaries hired in Sri Lanka, and his alleged accomplice, Mr Sagar

Nasir, a ship's engineer, Mr Luthfee was being brought back to the Maldives by the Indian Navy which intercepted a freighter on which he was attempting — with 20 hostages — to reach Sri Lanka. When commandos boarded the vessel early on Sunday they found four of the hostages had been killed and 15 had suffered bullet wounds.

A former business associate of Mr Luthfee who spoke on condition of anonymity, believed the coup attempt — concerted but poorly planned — had all the hallmarks of what he described as a "typical hot-headed Luthfee scheme".

"He was a stylish kind of chap. He would always know which was the best sports car and the best gun and he

kept a fairly rich lifestyle. He had a daring which he learned in the smuggling business which made him quite capable of doing this with no backing."

Soon after leaving school, Mr Luthfee, he said, went into the lucrative smuggling business which has occupied him on and off ever since. His primary market has been Sri Lanka, where he has built up strong links with the Tamil community based on the illegal export of consumer goods, gems and textiles.

The first expression of his political ambition, came in 1968 during former President Ibrahim Nasir's time, when he was arrested trying to smuggle a pistol into the islands. Investigations

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## NEWS ROUNDUP

## Howe hopeful on Anglo-Irish talks

Sir Geoffrey Howe, the Foreign Secretary, visited Dublin yesterday to hold talks with Mr Brian Lenihan, the Irish deputy prime minister, about Anglo-Irish relations. They said the two governments had reached agreement about exploration rights in the seas around Ireland.

Sir Geoffrey said later that he believed Anglo-Irish relations are in "good shape". He confirmed that the British and Irish attorney generals are to discuss the possibility of making greater use of Irish legislation allowing IRA suspects in the Republic to be tried there instead of being extradited. However, the Foreign Secretary said there could be no substitute for effective extradition arrangements. He made clear that extra-territorial legislation could be only an "additional" weapon in the fight against terrorism.

Mr Lenihan placed much greater emphasis on the importance of trying IRA suspects in the Republic. He also urged the British Government to do away with one-judge Diplock courts in Northern Ireland.

## Cocaine plot charges

Rene Black, aged 34, was charged yesterday with possessing cocaine with intent to unlawfully supply it. Mr Black, a company director, of Furzen Lane, near Cranleigh, Surrey, was remanded in custody for a week by Guildford magistrates. Ronald Fisher, aged 51, had earlier appeared before a special court at Guildford charged with conspiring to produce cocaine. Fisher, of Holmby St Mary, near Dorking, was remanded in custody until Thursday. A warrant has been issued for the arrest of another man.

## MPs' plea to Navy

The Ministry of Defence has been asked to supply MPs with precise details of the movements of all frigates and destroyers in the Royal Navy's surface fleet for a year. The information has been demanded by the all-party defence select committee after the ministry rejected the findings of a report it published in June in which it seriously questioned the Government's commitment to maintaining a surface fleet of 50 vessels. The MPs say the ministry failed to answer the points they made.

## Test for Green Belt

Nearly 1,000 acres of Green Belt around Chester will be freed for development if a public inquiry starting today approves the local authority's draft plan. The Council for the Protection of Rural England says the inquiry will test whether Green Belt principles are recognized nationally. Chester council says its proposals should be seen in the context of a Green Belt extending to 41,500 acres. Of the land under review, 300 acres were already occupied by a hospital, an army camp and an industrial park.

## Window traps driver

Police were last night investigating the death of a man found with his neck trapped in the electric window of his car. The body of Mr Richard Nixon, aged 20, was discovered with his head wedged between the driver's side window and the roof of his F registration Seat Ibiza outside his home at Holmesdale, Derbyshire. The result of tests by police to see if the window stopped when an object was placed between it and the car roof is being awaited. Seat UK, which imports the cars from Spain, ruled out a recall.

## Heart drug launched

A drug that can dissolve blood clots in heart attack victims was launched in Britain yesterday. Acilyse is a genetically engineered form of a natural human protein. Trials have shown that the drug dissolves clots in up to three-quarters of patients if it is given within six hours of a heart attack. The drug is injected intravenously over a period of three hours. It was developed by Boehringer-Ingelheim in West Germany and is already available on the Continent, in North America and Australasia.

## QCs free to act without juniors in some cases

By Frances Gibb  
Legal Affairs Correspondent

Solicitors are free from this week to instruct silks to take certain criminal cases alone without a junior barrister in attendance, under changes agreed by the Lord Chancellor's Efficiency Commission.

The commission, a joint body between the Bar, the Law Society and the Lord Chancellor's officials, has agreed the change because of concern that silks and juniors were appearing together in too many cases.

But talks over another measure aimed at greater efficiency in the courts — to allow counsel to appear alone in certain crown court cases without a solicitor or solicitor's clerk in attendance — have run into

difficulties. The Law Society would not comment yesterday on discussions now taking place within the commission on allowing counsel to appear without a solicitor.

However some solicitors are believed to be worried that barristers will not have time to undertake the pastoral role solicitors undertake for clients up before the crown court.

This week's change, which will in many cases end the need to have two barristers, will apply to pleas of guilty where a silk is needed and the plea is certain in advance of the hearing.

It will also apply in appeals to the Court of Appeal criminal division in cases which can properly be undertaken by a silk alone, as well as simple cases which are sensitive for political, local or other reasons. The

Bar amended its rules to allow the change more than a year ago and Mr Niall Morison, secretary of the Bar Council, said yesterday the Bar was keen to proceed.

Guidelines had already been drawn up which would be issued to barristers when the matter had been agreed.

These identified three kinds of case: guilty pleas, committals for sentence, and appeals against sentence where counsel might act alone.

There might be other cases that counsel and the solicitor agreed were appropriate, he added.

● Court clerks who staff the magistrates' courts have been backed in their claim for a significant pay rise by the Central Council of Magistrates' Courts' Committee. The council has unanimously agreed a

resolution strongly backing the court clerks who have now been forced to go to Acas, the arbitration service, in the pursuit of their claim for parity with the Crown Prosecution Service.

The resolution says that the council is "greatly concerned at the increasing difficulties in recruiting qualified staff, particularly at the losses to the Crown Prosecution Service, and the consequent adverse effect on the efficiency of the courts".

It therefore "demands that salary scales for court staff be reviewed immediately with a view to establishing parity of pay at the appropriate levels of the Crown Prosecution Service".

Yesterday Mr Colin Clegg, general secretary of the Association of

Magisterial Officers, which represents the clerks, said it was "absolutely splendid to see the employers now support us".

As the council appointed half of the management side on the joint negotiating committee which handled the clerks' pay claim, the move "cut the ground" from underneath the magistrate-representatives.

"Effectively those magistrates on the employers' side have lost their mandate; they have been told they are going the wrong way by the council."

The court clerks, who are facing acute shortages and recruitment problems which have caused and are causing courtroom closures, are seeking a rise in their total fee bill of at least 5 per cent. They have been offered 5 per cent.

## Lords set on rebellion over eye test charges

By Sheila Gann, Political Staff

The House of Lords is set to embarrass the Government today by trying to insist that pensioners should be exempt from the proposed £10 eye test charge.

The last-minute amendment tabled last night has worried ministers who had been confident of seeing off today's revolt in the Upper House on the eye test charges.

Mr Kenneth Clarke, Secretary of State for Health, was still refusing to yield to pressure yesterday. He has said he is prepared to see the Health and Medicines Bill killed off for this session rather than offer a compromise.

Conservative rebels are standing firm behind their amendment to throw out the charges altogether in the face of warnings from ministers of provoking a constitutional conflict between the two Houses.

But they recognize the whipping-in of an estimated 100 backwoodsmen to support the Government today, not seen in the upper House since May's poll tax revolt, looks likely to defeat their attempt to remove the charges from the Health and Medicines Bill.

However support is rallying behind the fall-back amendment tabled by Lord Ennals, the former Labour Secretary for Social Services, last night to exempt six million pensioners from the charges at a cost

to the Treasury of £26 million. His move infuriated the Government's business managers who protested that the Labour peer is "pulling a fast one" by putting down an amendment so late.

Lord Ennals said: "If we fall on the broad issue of eye tests we have a fall back position which is to exonerate pensioners."

Lord Cullen of Ashbourne, the Tory peer leading the rebellion against the charges, met ministers yesterday. He said: "So far they have been quite obdurate and I have heard nothing to think they have changed their minds. We shall stand firm."

He refused to speculate on the number of peers willing to follow him.

Lord Belstead, leader of the Lords, will go to the dispatch box this afternoon to warn peers of the constitutional implications of insisting on rejecting a proposal which carries a "major price tag".

He is expected to argue it is only "technical reasons" which allows the Lords to vote again on the eye test charge.

If the House of Lords rejects the charge a second time it will return to the Commons. If no compromise is reached, and the Government refuses to back down, the whole Health and Medicines Bill will be lost.

That would be unprecedented during Mrs Margaret Thatcher's administration.

## Veteran GCHQ worker stands firm



Mr Mike Grindley, a GCHQ worker with 27 years' service who is to be dismissed because of his union membership, is congratulated for his stand by Mr Neil Kinneak at a rally in Westminster yesterday (Photograph: James Morgan).

## Nurses' pay review protest spreads

By Jill Sherman  
Social Services Correspondent

Disruptive action over the nurses grading review continued yesterday throughout Britain as nurses at a second hospital in Manchester began an indefinite strike.

Emergency cover was provided at Prestwich Psychiatric Hospital where 250 nurses belonging to the National Union of Public Employees had voted for indefinite action while staff at North Manchester general hospital's psychiatric unit continued their indefinite

strike. Today, managers at the Birmingham Children's Hospital, will announce the outcome of its review into 37 nurses' grades in the intensive therapy unit.

The staff will be encouraged by a decision at Birmingham's Maternity Hospital to regrade several posts. Mr David Edwards, district general manager at Central Birmingham health authority, confirmed that all 18 sisters now in post in the neonatal intensive therapy unit at the hospital would be put on grade G

with their pay backdated to last April. Meanwhile hospital managers had to cope with a series of stoppages and 24-hour strikes in different parts of Britain yesterday, although local union officials said emergency cover was provided.

More than 150 nurses belonging to the Confederation of Health Service Employees at Hackney and Homerton Hospitals, east London, took 24-hour action while staff at the Middlesex Hospital, central London, stopped work for two hours.

## Church of England Synod

## Women bishops outlawed

By Clifford Longley, Religious Affairs Editor

The Church of England will not recognize the consecration of an Anglican woman bishop, nor will it recognize any priests she may subsequently ordain.

That was the ruling given by Dr Robert Runcie, the Archbishop of Canterbury, to the General Synod yesterday. He devoted his presidential address to the issue, saying it had been raised by the election of the Rev Barbara Harris to be a new bishop in the Episcopal diocese of Massachusetts.

Dr Runcie's statement, based on legal advice, means he will not personally be able to treat Miss Harris, if and when she is consecrated, as a bishop in the Anglican Communion. That is likely to be extremely unwelcome news to the Episcopal Church in the United States.

He softened his words by saying that to state the official position of the Church of England in terms of formal

ecclesiastical law was not "to make a final judgement on the theology of women priests or bishops; still less is it to deny the spiritual fruitfulness of the ministry of a woman bishop or priest".

Dr Runcie's statement did remove one difficulty that might have arisen with the consecration of a woman bishop. The Church of England normally requires that admission to holy communion should be restricted to those who have received confirmation from a recognized bishop. That could have meant American visitors to England being treated as ineligible for holy communion.

But canon law also allowed communion to those who were "ready and desirous to be confirmed" even if they have not been. "It surely cannot be in doubt that those who have been confirmed by a woman bishop are in such a state", the statement said.

He said his statement of the official Anglican position would be considered by the commission he had set up under Archbishop Robin Eames of Armagh.

## Glasgow Govan by-election

## Poll boosts hopes of SNP

By Kerry Gill

The Scottish National Party's hopes for a late advance in the Glasgow Govan by-election were raised last night with an opinion poll showing that the nationalists have substantially narrowed the gap between themselves and Labour.

A System Three poll commissioned by Scottish Television and the Glasgow Herald shows that the SNP's fortunes for Thursday's poll have markedly improved.

It now has 33.4 per cent of the vote compared with 20.4 per cent at the time of a poll conducted for The Sunday Times on October 30.

Labour's popularity has slumped slightly from 54.5 to 52.9 per cent with the Tories' support remaining virtually static at 8 per cent, compared with 8.3 per cent at the end of last month.

However, what is even more significant, and of much comfort to the SNP, is that 28 per cent of the electorate remain uncommitted making

similar areas to catch up with those who enjoyed higher savings and better pension schemes.

However, Mr Brown, also in Govan yesterday, said he would write to Mr Lawson seeking his assurance that universal payments would not be determined.

General election, June 1987: Labour 42.9%, Conservative 34.0%, Scottish National Party 19.0%, Liberal 4.1%.

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BRITISH MIDLAND

## Jaguar workers on strike

By Craig Seton

Production of Jaguar cars was disrupted yesterday by a strike in support of a senior shop steward who was dismissed for using a company photocopier without permission.

The action, by 80 men on the day shift in the stores department at the Browns Lane assembly plant in Coventry, led the company to lay off without pay 2,000 hourly-paid workers.

The strike followed the dismissal for gross misconduct of Mr Tommy Wheeler, the chairman of shop stewards in the stores department.

Mr Wheeler was dismissed after being found using a company photocopier to make a duplicate of a letter from Mr Dave Neilson, the Labour MP for Coventry, South East.

The letter was about stress-related illnesses in industry and referred to allegations that some Jaguar workers had suffered heart attacks because of the stress of their jobs.

Mr Wheeler, who was due to retire in 18 months, said: "I admit I used the machine without permission, although I have been given permission to use it in the past. It is the sort of thing which merits a rap over the knuckles, not the sack."

The company said: "He was photocopying a large amount of material which was nothing whatever to do with Jaguar."

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## Rape case therapist says patients would have heard assault

By Michael Horsnell

A physiotherapist yesterday denied raping a primary school teacher and said other patients were receiving treatment in adjoining cubicles at the time of the alleged attack.

The man, aged 47, who is recognized by the Football Association as a remedial therapist, named two other patients whom he said were only three feet away from the alleged victim.

They were each separated by a curtain from the centre cubicle of the three in his surgery at Benfleet, Essex, where the teacher was receiving treatment for shoulder and back injuries in December 1985.

The therapist, a former amateur footballer with Walthamstow Avenue FC, said anything abnormal happening would have been overheard by the other patients.

And if, as the plaintiff had claimed, she had fallen from the couch in her cubicle when another indecent assault is alleged to have occurred, she could have been seen from the other cubicles below the curtain which ended about 18 inches from the floor.

The teacher, aged 25, who was studying for a Bachelor of Education degree at Essex Institute of Higher Education,

is seeking aggravated damages for trespass to the person in a civil action in the High Court sitting in Chelmsford.

It is the first time in British legal history that civil action has been taken by an alleged rape victim where there has been no previous criminal conviction against her attacker.

Criminal action against the defendant was abandoned by the Director of Public Prosecutions after he had considered the available evidence.

The accused, a married man with three teenage children, told the court on the sixth day of the hearing that he had treated the woman since October 16, 1985.

From November 24, he had also treated her for a back injury sustained in an earlier car accident.

He said he recalled from her treatment card that she had had to remove her lower outer clothing on two occasions only to facilitate treatment.

The afternoon of December 23 was a busy afternoon, he said, and at about 2.30pm when she arrived for treatment in cubicle two, cubicle one was occupied by a Mr Alan Green and cubicle three by Miss Nicole Simmonds, aged about 14, a member of

Thurrock Harriers Athletic Club who was accompanied by her mother.

The defendant said that at no time was his alleged victim alone in his surgery. He said: "I was engaged in giving treatment to those other clients that afternoon. They would have been in a position to hear anything untoward going on in another cubicle."

The teacher had a sharp pain across her upper back. There would have been no need for her lower garments to be removed during treatment which involved 20 minutes of infra-red heat including a light massage with oil and three minutes of ultrasonic treatment.

No sexual attack of any kind took place during that time. There was nothing unusual about the teacher during or after her treatment. She had paid him £5 as usual and was collected by her father.

Asked how he felt when he was arrested on January 10, 1986, he said: "You must be joking."

"I was not aware who was making the complaint or what the date was. I just had a horrible instinct I was being framed for something. I didn't know what was going on."

The case continues today.

## Overwhelming vote to opt-out



Jubilant children surround Mr Chris Hampson, headmaster of St James' comprehensive school, in Bolton yesterday after the result was given of the vote by parents for the school to opt out of local council control (Photograph: Barry Greenwood).

By Ronald Faux

Parents at St James' Church of England comprehensive school in Bolton, Greater Manchester, voted overwhelmingly yesterday to opt out of council control and to have their school directly grant-maintained by the Government.

Bolton Education Authority had earmarked the school for closure because of falling school rolls and £1.5 million of repairs to the building.

It became the second school in Britain to apply to the Secretary of State for Education and Science for the new status. Of the 1,088 parents eligible to vote, 907 had done so and only four voted against the change.

"A 99.6 per cent vote for St James is an overwhelming vote of confidence by parents in the standard of the school and its future", Rev Paul Kerr, chairman of the governors, said.

As champagne corks popped in the staff room the news was received bleakly

in Bolton town hall. Mr Don Eastwood, chairman of Bolton's education and arts committee, said the Labour-controlled council remained vigorously opposed to the principle of opting out. He said the vote at St James was clearly an opportunistic response to the authority's closure proposal and was no response to the falling rolls.

"There are, quite simply, not enough pupils currently or in the 1990s to sustain four schools. If St James does not close, or if it is allowed to 'opt out' the future of one or more of the other schools will plainly be in doubt."

"We will make clear to Mr Kenneth Baker (Secretary of State for Education and Science) that if he wishes this authority to plan for the next decade and beyond, three not four schools are needed."

But at St James the "saving our school" campaigners sensed more than victory in one round of a longer fight.

Parents have not been deterred by the warnings from the council and their school was a proven worth, Mr Kerr said.

Mr Andrew Turner, director of the Grant Maintained Schools Trust, the body set up to advise schools and parents on opting out, said he was delighted by the vote at Bolton.

"The result at St James is even better than last week in Skegness in terms of the number of parents who have voted in the ballot and of the number who have supported an application for grant-maintained status", he said.

● The London Oratory School in Chelsea confirmed yesterday that it is likely to become the first Roman Catholic school to apply to opt out. The Fathers of the Oratory, the religious order which owns the schools, believes the move will give it greater autonomy.

Mr John McIntosh, the headmaster, said that parents would be balloted on the issue before Christmas.

## Customs wrong in drug raid on plane

Innocent air passengers and airline companies should not be the victims in the hunt for drug smugglers, a High Court judge said yesterday.

Mr Justice Tucker ruled that Customs and Excise did not have powers to confiscate any aircraft if drugs were found on board.

In May last year, Customs men kept about two hundred passengers waiting when they seized an Air Canada TriStar and refused to release it until the airline paid a £50,000 penalty. Five days before they had found 331 kilograms of cannabis resin, with a street value of £800,000, in a container on the plane.

Air Canada challenged the seizure and sued for its money. The company claimed that Customs and Excise did not have the power to seize aircraft used for smuggling unless they had proof that the carriers knew, or should have known, there were prohibited goods aboard.

The child died later.

**Rape inquiry**  
A Warwickshire police officer alleged to have raped a colleague has been suspended. The Director of Public Prosecutions is considering a report senior detectives took four months to prepare.

**Drug remands**  
Two women and three men from London arrested on Friday night were remanded to different dates by Thames Magistrates' Court yesterday on charges of supplying Ecstasy and other drugs.

**Todd libelled**  
Mr Ron Todd, general secretary of the Transport and General Workers' Union, was awarded substantial libel damages in the High Court yesterday over allegations in *The Sun* newspaper.

**M61 jury out**  
The jury at Preston Crown Court where David Dawson, aged 25, is accused of causing 13 deaths on the M61, was sent to a hotel yesterday after failing to reach a verdict.

## Multiple share applications

### Solicitor had £200,000 debt

A solicitor who aimed to make nearly £100,000 from 1,116 multiple share applications in privatization sales was jailed for 18 months yesterday with 12 months suspended.

Southwark Crown Court was told that he regarded the Government's warnings of prosecution as scare tactics.

David Phillips, aged 36, admitted 26 specimen charges of obtaining property by deception.

Phillips, a practising solicitor of 10 years with his own Manchester practice, was said to have been motivated by greed and a need to make "easy money" to pay a £200,000 debt. He made £47,498 after obtaining nearly 200,000 shares in British Gas, Rolls-Royce, British Airways and the British Airways Authority.

He used the names of clients, fictitious people and some plucked from telephone directories to "make a killing"

in the four share issues, but was caught when British Gas scrutineers became suspicious of the 568 applications from his office, Phillips and Co.

"Mr Phillips was not aware of prosecutions and regarded government warnings against multiple share applications rather like a warning saying 'trespassers will be prosecuted'." Mr Peter Birkett, for the defence, said.

Phillips, a father of three, of Carlton Road, Hale, Cheshire, admitted his guilt when he was interviewed by police in October last year and told detectives of the multiple applications he made between November 27, 1986 and July 31, last year.

Mr Brian Barker, for the prosecution, said: "Phillips acted with a flagrant disregard of the conditions on the application forms to make a killing for himself. The rule was clear: one person for one application."

"His potential profit of £93,492 was considerably greater than what he actually made," Judge Anwyl-Davies, finding Phillips a total of £46,800 payable within six months, said: "You gravely abused your position as a solicitor of the realm by using your client account and address to hide your dishonesty."

"You as a solicitor knew what you were doing was intended to deceive."

● A businessman was jailed for 18 months yesterday for using money which should have paid his company's creditors to use chauffeur-driven cars and dine at expensive restaurants.

John Clarke, aged 47, of Lowndes Square, Westminster, central London, was found guilty at the Central Criminal Court of knowingly carrying on business with intent to defraud creditors between November 1983 and December 1984.

## Guidelines on history Heads' plea to parents

New guidance for schools on teaching history, published yesterday, emphasizes the need to consider the place of ethnic minorities and women.

Her Majesty's Inspectors of Schools said: "History has a particularly important role to play in preparing pupils to participate in a multi-ethnic society... those people responsible for designing history courses need to be sensitive about the choice of course content. Similar considerations apply also to gender; history courses should ensure

that women are not 'invisible'." The inspectors also defend "empathy" questions: "Pupils need to be able to reconstruct historical situations from the viewpoint of people living at the time."

Mr Stuart Sexton, head of the education department at the Institute of Economic Affairs, said last night: "There are grave anxieties about a syllabus which is a hotch-pot of ideas."

History from 5 to 16, Curriculum Matters 11, an HMI series, (Stationery Office £2).

The headmasters of three of Yorkshire's oldest public schools have sent parents letters of advice to help counteract drinking and drug-taking at teenage parties.

The heads of St Peter's School, York, opened 1,360 years ago, Bootham School, a leading Quaker school in York and Pocklington School, warned that teenagers were particularly at risk at unsupervised parties.

Mr Robin Pittman, head of St Peter's, said: "We have put forward simple guidelines

which have been welcomed by parents."

The guidelines suggest that when a teenager says he or she is going to a party their parents should check where the party is to be held to ensure that all is well. Mr Ian Small, head of Bootham School, said: "I think parents need to be alert to the dangers which are open to some teenagers today."

Mr Tony Pickering, head of Pocklington School said: "My advice was to warn parents to question where their children were going."

## Schoolgirl 'terrorized' by intruder

A schoolgirl aged 16 recited Shakespeare during a three-hour knife-point rape ordeal as her parents slept next door, the Central Criminal Court was told yesterday.

The terrified virgin was said to have tried a number of different tactics to deter the 6ft 3in prowler from raping her in August last year. Remembering the training she had at self-defence classes, she tried to gain the friendship of the intruder by smoking a cigarette and chatting with him.

But Alfie Cessay, aged 23, the alleged knife-wielding intruder, would not be diverted, and forced her to take part in serious sexual acts before raping her, Miss Heather Hallert, for the prosecution, said.

The court was told that Mr Cessay broke into the second-floor flat near Battersea Park, south-west London, by climbing scaffolding outside the girl's window.

The teenager had left the french windows in her room open because it was a hot night. She awoke with a start to find the silhouette of a man undressing at the end of the bed.

Miss Hallert said that to stop her screaming Mr Cessay put his hand tightly over her mouth and said: "If you make a noise I will kill the man next door". That was her father, sleeping peacefully in the bedroom next door, unaware of her nightmare ordeal.

Mr Cessay, unemployed, of Arthur Court, Charlotte Despard Avenue, Battersea, denies rape and a serious sexual assault on August 18 last year. The case continues today.

## 'Clean break' trend challenged

### Ex-wife wins alimony appeal

By Frances Gibb, Legal Affairs Correspondent

Courts were warned by Court of Appeal judges yesterday not to be too enthusiastic about cutting divorced wives off from their maintenance lifelines, in spite of the "clean break" principle of recent years.

The trend has been to bring an end to the after-divorce maintenance obligations of husbands — or wives — as rapidly as possible. Specific legal provisions enable judges to do this by limiting the period for which maintenance runs.

But yesterday the Court of Appeal ruled that, a High Court judge who imposed a five-year limit on a woman's £37.50-a-week maintenance order and then banned her from returning to court to ask for the time limit to be extended, went too far.

The ruling will anger groups such as the Divorce Law Reform Association who argue that divorced men and second wives already receive an unfair deal from the courts; and that as it is, courts are not

applying the "clean break" principle.

In yesterday's case, the marriage of Mrs Angela Waterman, a former secretary, to her husband Andrew, a university lecturer in Northern Ireland, broke down after 17 months although they had lived with each other for more than a year before they married, Sir Stephen Brown, President of the Family Division, said.

He said that after the divorce Mrs Waterman, of Nocton, Lincolnshire, was awarded maintenance for both herself and her young son against Mr Waterman, of Coleraine, Londonderry.

Deputy Judge Hutchinson ruled at Lincoln last May that Mrs Waterman should receive a £2,000 lump sum and £37.50 a week until May 1992. But he went on to ban her from returning to court to ask for the time limit to be extended.

Sir Stephen said divorced women whose financial circumstances change still do return to court and ask for the original after-divorce cash

arrangements to be changed in the light of their new circumstances.

He ruled that the judge had gone too far in closing the door for Mrs Waterman to return to court.

The judges allowed her appeal against the order and lifted the ban on her going back to ask for more. Sir Stephen said that by the time the five years were up, Mrs Waterman's son would still only be about 10 and there was uncertainty about what her financial position would then be.

He said the court considered that the judge was entitled to impose a five year time limit on the order. But it had been wrong in the circumstances for him to ban Mrs Waterman from returning.

● Nearly one in three solicitors who specialize in divorce and family law is giving up or actively thinking of giving up legal aid work, according to a survey carried out by the the Solicitors' Family Law Association and published in this month's *Family Law*.

## Bonfires may have helped form fog

Guy Fawkes night celebrations could have helped to form the dense, freezing fog which caused chaos for air, road and rail travellers throughout many parts of Britain yesterday.

Police criticized motorists for driving up to 70mph when visibility was down to only 100ft. At Heathrow and Gatwick airports flights were delayed by fog for the second

day and 26 flights due to arrive at Gatwick in the morning were put back as staff reported zero visibility.

The Meteorological Office at Bracknell said: "It was foggy over the weekend, but the bonfire smoke helped the fog to form more readily. It did not create a smog in London as some people reported."

Friends of the Earth, the environmental pressure

group, said there was build up of sulphur dioxide in London, which showed nearly 670 microgrammes per cubic metre of air, almost double the safety limit laid down by the World Health Organization.

Weathermen forecast that the fog which affected most of England and parts of Wales, would be replaced by cloudy, but mild conditions today.

Weather, page 24

## Gang accused of trying to steal eagle's eggs

By Kerry Gill

An investigations officer for the Royal Society for the Protection of Birds yesterday described how he spied on a four-man gang attempting to find a golden eagle's nest in a Scottish glen.

Mr David Dick told a court that the four Englishmen were armed with two walkie-talkie radios as they moved in allegedly to raid the nest near Aberfeldy, Perthshire on March 28.

The four men were charged at Perth Sheriff Court yesterday with attempting to take golden eagle eggs and disturbing the birds at their nest. The men, Mr

Barry Sheavils, aged 28, a labourer, of Stanley, Co. Durham; Mr Marcus Betteridge, aged 29, of Buckfastleigh, Devon; Mr Colin Watson, aged 45, a welder, of Wistow, Selby, North Yorkshire; and Mr Douglas Young, aged 62, of Tatterford, Fakenham, Norfolk, all pleaded not guilty.

Mr Dick said that when he arrived in the glen he saw three people appear, a rope being taken out of a rucksack and thrown over a ledge, and a man climbing down.

He said that he knew there was an empty eagle's nest close to where the

man was climbing. "It is known as the traditional eagle's nest in the area, but the nest was actually 200 yards away", he said.

Mr Dick said the man, who he identified as Colin Watson, spent several minutes suspended by the rope before pulling himself up. They were then seen by police officers as they walked down the glen. They were found in possession of a tin and lavatory paper — standard equipment used by nest thieves to take away birds' eggs, Mr Dick told the court.

The trial was adjourned until later this month.

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## Parents angry over Bradford's 80% rise in school meal price

By Peter Davenport

School meal charges for 24,000 children in Bradford went up yesterday as the first of the economic measures introduced by the new Conservative city council took effect.

For some parents the increase to 80p a day for each child represented a rise of almost 80 per cent on previous costs which had been staggered according to age.

The increases brought protests from parents. Petitions were organized in at least two schools.

Mrs Elaine Cockcroft, a parent governor at Bracken Hill First School, collected 150 signatures in 20 minutes. She has two daughters at the school and a son at a middle school near by.

"It seems especially hard-hearted with winter coming on. Many children will have to take sandwiches or go home for dinner", she said.

The decision to increase the charges was also criticized by local officials of the Child Poverty Action Group. "This charge will inevitably lead to the diet and the health of Bradford's children worsening as more and more children end up having sandwiches or

chips for their midday meal", it said.

The organization said that the increases make Bradford, the first authority in England to have a school meals service, the third most expensive. Only Harrow and Avon, which charge 85p, are dearer.

It gave as an example a couple bringing up three children on invalidity benefit who, it said, would now have to find £12 a week for a service that was free until April when their benefit had increased by only £3.90 in the same period.

Leaders of the mainstream churches in Bradford as well as the local branch of the National Association of Head Teachers also attacked the increases.

The Conservatives insist that the changes will not affect children who receive free meals, and the increase will mean the meals represented the same value as four years ago.

The increased charges are expected to bring in an extra £480,000 in the current financial year, rising to £1.46 million in a full year. A spokesman for the authority said last night it was too early

to tell whether the increases had had any effect on the demand for meals.

● The number of public schools offering subsidized education to children from poor backgrounds under the Government's assisted places scheme is to be increased by nearly a quarter (Douglas Broom writes).

Mr Kenneth Baker, Secretary of State for Education and Science, said in a Commons written answer that the number of schools participating in the scheme was being increased from 226 to 278.

Among the schools joining the scheme this year are: Ardingly College, West Sussex; Cheltenham Ladies' College, Gloucestershire; Christ's Hospital School, Horsham, West Sussex; Kimbolton School, Cambridgeshire and Oakham School, Rutland. The list also includes Giggleswick School, North Yorkshire.

Each school will offer five assisted places. The average fees charged are £2,348 a year, with the Department of Education and Science paying an average of £1,867. The average parental income of pupils involved was £8,516.

## Guard of honour for Brunei forces chief



Major General Pehin Orang Kaya Seri Dewa Dato Seri Pahlawan Haji Mohammad Bin Haji Daud, chief of the armed forces staff of Brunei, accompanied by Admiral of the Fleet Sir John Fieldhouse, Chief of the Defence Staff, inspecting a guard of honour yesterday formed by the 1st Battalion Welsh Guards at the Ministry of Defence. He later held talks with Lord Trefgarne, Minister of State for Procurement, and the chiefs of the three armed services.

## Student and his 10 children move out

By Sam Kiley, Higher Education Reporter

Mr Danny Walter yesterday packed his wife and 10 children safely into a taxi and minibus, shut the door on the university house his family had been illegally occupying for three months, mounted his bicycle and pedalled off to an uncertain future in local council accommodation.

Mrs Lia Walter, aged 39, who says she is expecting her thirteenth baby next week (the two oldest children are at college in London), left the Glen Eyre halls of residence at Southampton University peacefully before the 10 am deadline for eviction passed.

The children formed a human chain to load their luggage and furniture into a removal van waiting to take them to a DHSS bed-and-breakfast hotel two miles away.

Mr Walter, aged 42, who is studying philosophy as a mature student at the university, rented the 10-room house in July, but refused to move out at the beginning of the academic year to make way for the first-year students to whom the rooms had been allocated.

According to a spokesman for the university, although the rent was agreed at £90 a week, Mr Walter, who has been unemployed for 10 years, owes more than £2,000 in rent arrears.

Southampton council has agreed to pay the £200-a-week bill for accommodating the Walter family for the next 28

days in a bed and breakfast hotel; after that they become the responsibility of the Department of Health and Social Security.

The university spokesman said: "We are very relieved that they have moved on because we have a number of students doubling up and some sleeping in a games room waiting for their house."

"Mr Walter is a bona fide student at the university and there have been no complaints about his work."

The family receives £180 a week in child and unemployment benefits, and family credits.

Mrs Walter said: "We feel badly let down by the university and are convinced that if we had bribed some officials we would have been allowed to stay."

"We have been harassed and persecuted by the students as well."

However, the treasurer of the students' union, Miss Joe Parsons, denied that there had been any harassment of the Walter family by students.

Mr Walter who last week wrote to Mr Kenneth Baker, the Secretary of State for Education and Science, asking for a stay of eviction, yesterday reacted angrily to suggestions that he was abusing the welfare state system.

"I have been trying for months to get a job. I'll do anything. I am not a layabout. I think living off the state is obscene", he said.

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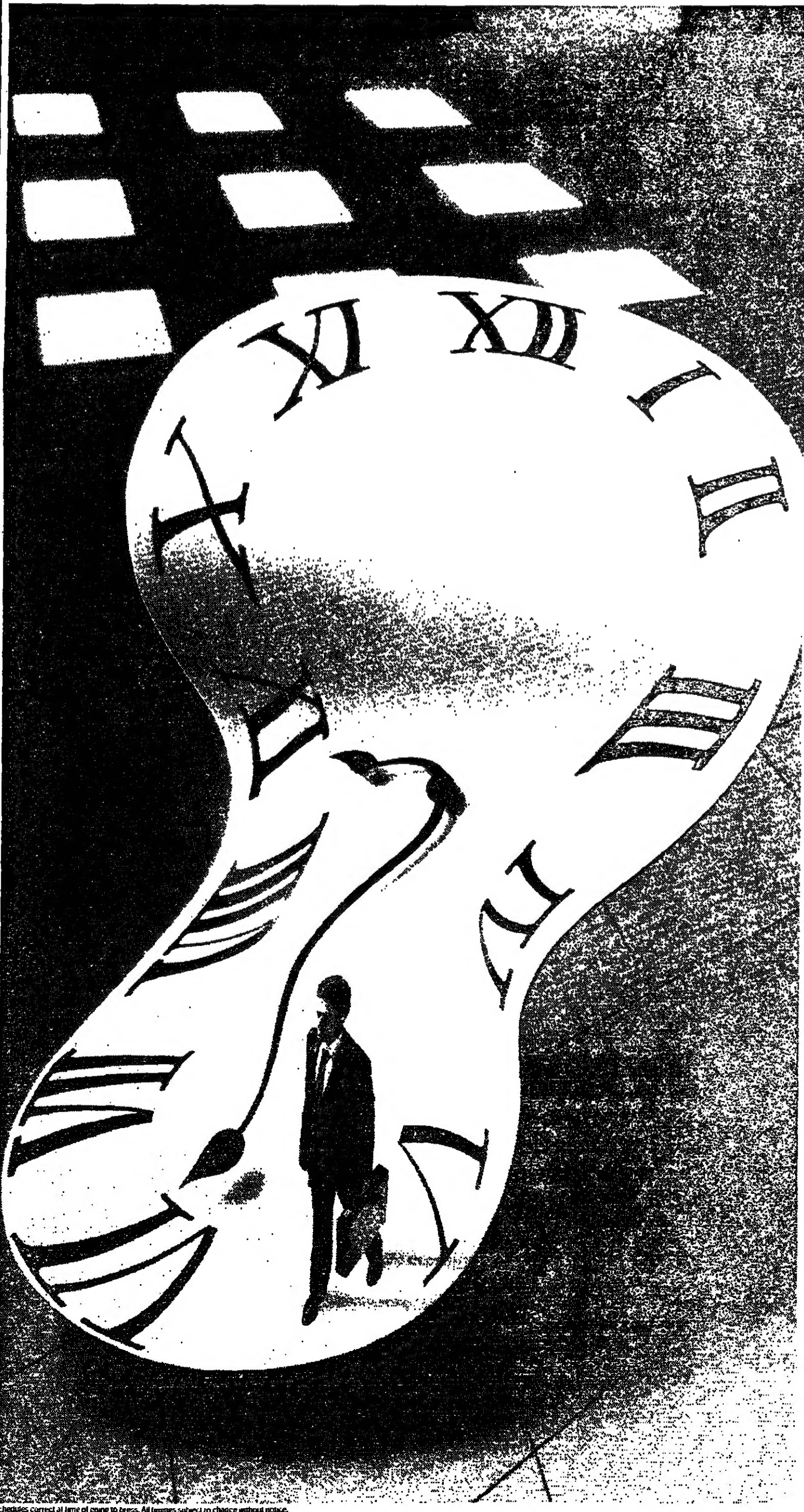
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# Occidental looks at new formula on Piper compensation

By Kerry Gil

Occidental Oil, operators of the Piper Alpha platform, were last night considering a new way to break the deadlock over compensation offers to bereaved families.

The formula was drawn up by the legal consortium representing most of the families who stand to receive compensation awards averaging £600,000.

Lawyers within the consortium are advising the families to reject the present offers because of strings attached to the deal which require them to sign a "release and discharge" document.

That means relatives would assign any rights to sue a third party over to the oil company. Third parties might include the designers or the builders of Piper Alpha, which blew up on July 6 killing 167 men.

Another condition requires the families to cooperate with Occidental should the company decide to sue a third party to recover its costs.

Mr David Burnside, the lawyer leading the consortium, said that they had drawn up a new formula which would protect the interests of both sides following

advice taken from American lawyers, and this had been sent to Occidental.

Mr Burnside said he hoped that the formula would be acceptable to both parties and they would be meeting each other later today for further discussions.

The consortium's position had not been changed by the revelation in *The Times* that a widow outside the group has settled her claim against Occidental for about £1 million.

Her rights against third parties were assigned to Occidental, but her advisers negotiated out any obligation to co-operate further with the oil company so that she would not have to undergo any further unnecessary distress.

Mr Burnside said: "That doesn't alter our position at all. We still wish to preserve our clients' rights to proceed against other people. We feel this is an important protection which should be kept in."

The widow was represented by Quantum Claims Compensation Specialists Ltd, set up earlier this year by Mr Frank Lefevre, an Aberdeen lawyer, on an American-style no-win no-fee basis.

The company is involved in 10 claims by families of victims and Mr Lefevre said yesterday that he expected other widows to follow the example of the one who had settled at the top end of the compensation scale.

The amounts offered by Occidental to widows were "high by any standards", said Mr Lefevre, adding that it was unrealistic for families to expect to hang on to rights to sue other parties in the hope of getting more.

Compensation being offered by Occidental compared favourably with awards that might come from American courts, he said, stressing that litigation through the American courts could take another two or three years.

However, Mr Lefevre admitted there were some difficulties over the amount of cash being offered to the parents of victims because the level of awards to parents in Britain was generally low.

He had been instructed by one set of parents to raise an action against Occidental in the United States and American lawyers had been briefed to proceed, said Mr Lefevre.

# Falklands hero launches appeal



This year's Poppy Appeal was launched yesterday by Simon Weston, the former Welsh Guardsman trying to rebuild his life after being badly hurt in the Falklands conflict. Mr Weston urged people to support the Royal British Legion, which hopes to raise a record £10 million. "The legion has helped me enormously in the way of friendship and comradeship. I've met some great people

Being allowed to launch the Poppy Appeal today was probably one of the greatest honours I will ever have", he said in Whitehall. Mr Weston, aged 27, has undergone extensive surgery for his 46 per cent burns and has been doing charity work and learning to fly. Mr Ted Johnson, Poppy Appeal chairman, said Mr Weston had been chosen for the launch because he was a young ex-

serviceman benefiting from the legion's work. "The legion tended over the years to be considered as a charity for old war veterans", he said. "We wanted to demonstrate that this was just not the case." To launch the appeal, Mr Weston released 400 balloons with the help of Sophie Pycroft, Miss Poppy 1988, a dancer aged 19.

(Photograph: Peter Triemer)

# Campaign to reduce ethnic jobless

By Roland Rudd

The Government is to launch a campaign to reduce unemployment among ethnic minorities after a labour force survey showing that the jobless rate is significantly higher for blacks and Asians than for the white population.

Mr Norman Fowler, Secretary of State for Employment, has commissioned a series of new reports into unemployment in Birmingham, Coventry and Wolverhampton, where ethnic minorities account for up to 15 per cent of the population.

Officials at the Department of Employment point to the London Labour Market Survey's figure of 30 per cent of the long-term unemployed being black or Asian.

The Government argues that this cannot be because the ethnic minority population is younger on average than the total population. Therefore young people have a higher tendency to be unemployed.

Instead, it suspects a combination of discrimination and an unwillingness by employers to hire minorities.

It will therefore use the report to ensure that employers take a more active role in recruiting long-term unemployed and ethnic minorities.

# Fresh alibi claim in boy's murder

Lawyers preparing to argue a renewed appeal later this month by three men serving life sentences for the murder of Carl Bridgewater, the newsboy, are unanimous that it must be the final inquiry into the case, the Court of Appeal was told yesterday.

During an appeal preview hearing before the judges who will hear the case, Mr Graham Langland, QC, for one of the men, said: "We seek to end this seemingly endless public debate as to who shot the newspaper boy. We really want to sort this case out."

He told Lord Justice Russell, Mr Justice Leonard and Mr Justice Potts: "The tools given to us by Parliament are, really, imperfect. This court faces a very difficult task."

The appeal process since Michael and Vincent Hickey, two brothers, and James Robinson were convicted at Stafford in 1979 had been exhausted, Mr Langland said.

There had been a number of police inquiries into various aspects of the case. Last October, Mr Douglas Hurd, the Home Secretary, referred the case back to the Court of Appeal.

Lord Justice Russell said that the case seemed to present a wide-ranging public inquiry, the purpose of which was not clear.

It must not be assumed that the court would agree to hear

all the witnesses it was sought to call, he said. "This is not a public inquiry. This is a reference by the Home Secretary and we are bound by statute."

The hearing begins in London on November 21 and may run into the new year.

Robinson was 45 and Vincent Hickey 25 when they were each ordered to serve 25 years imprisonment by Mr Justice Drake for the shotgun killing of the newsboy aged 13 after he delivered papers to Yew Tree Farm, Wordsley, West Midlands.

Michael Hickey, then 17, was ordered to be detained during Her Majesty's pleasure, but was later transferred to Park Lane special mental hospital at Liverpool.

A fourth man, Patrick Molloy, aged 51, who was given a 12-year jail sentence for manslaughter, died in prison.

Mr Benet Hytner, QC, for Robinson, said he would be seeking to call fresh alibi evidence and present a re-appraisal of the identification evidence.

The case has been the subject of a television documentary and a book by Paul Foot, the campaigning journalist.

The book focused on the role of a fifth man who was later jailed for a shotgun killing at the farm next door to Yew Tree.

# Village halls 'will need £30m in grant aid'

By John Young

More than half of England's village halls are in need of improvements or repairs within the next five years, a report says.

Requests for local authority grant aid could reach £30 million, although only £5 million is known to be available.

The report, by Village Halls Forum, which is part of the charity, Action with Communities in Rural England, suggests that village halls are in greater demand than ever and in many rural communities provide the main, if not the only, indoor facility.

The main users are play groups, mothers' and toddlers' groups, senior citizens' clubs, youth clubs, parish councils as well as Women's Institutes. Many also provide badminton and keep-fit facilities, and some house doctors' surgeries and medical clinics.

A survey of 3,000 halls and community centres recorded 315 activities, including goat and rabbit club meetings, domino drives, archery, indoor cricket and parachute lessons.

More than half the halls are

over 50 years old, and many are in poor condition. They are dependent on volunteers for maintenance.

The report suggests that village halls should be exempt from value-added tax on building work, fuel and power, and that more district councils should be prepared to grant 100 per cent rate relief.

*Village Halls in England 1988* (Village Halls Forum, Stable Yard, Fairford Park, Fairford, Gloucestershire, GL7 4UQ; £4.95).

● A scheme for the "comprehensive rural regeneration" of Marston Moretaine, a sprawling village about six miles from Bedford, has been put forward by the London Brick Company.

It would provide up to 800 homes by the year 2001 on 320 acres of low grade agricultural land, most of which is owned by the company, and create about 850 jobs in light industry, offices and local services.

Plans also include a hotel, sports facilities, a range of small shops, a new community hall and branch library and a public park.

# US aid for Irish centre

The International Fund for Ireland is to put up half the £3 million required to establish a cross-border research centre, working in advanced micro-electronic technologies at Belfast, Cork and Dublin.

The fund, which is financed largely from the United States, has allocated £1.5 million over the next three years to help set up the inter-university Institute for Advanced Micro-

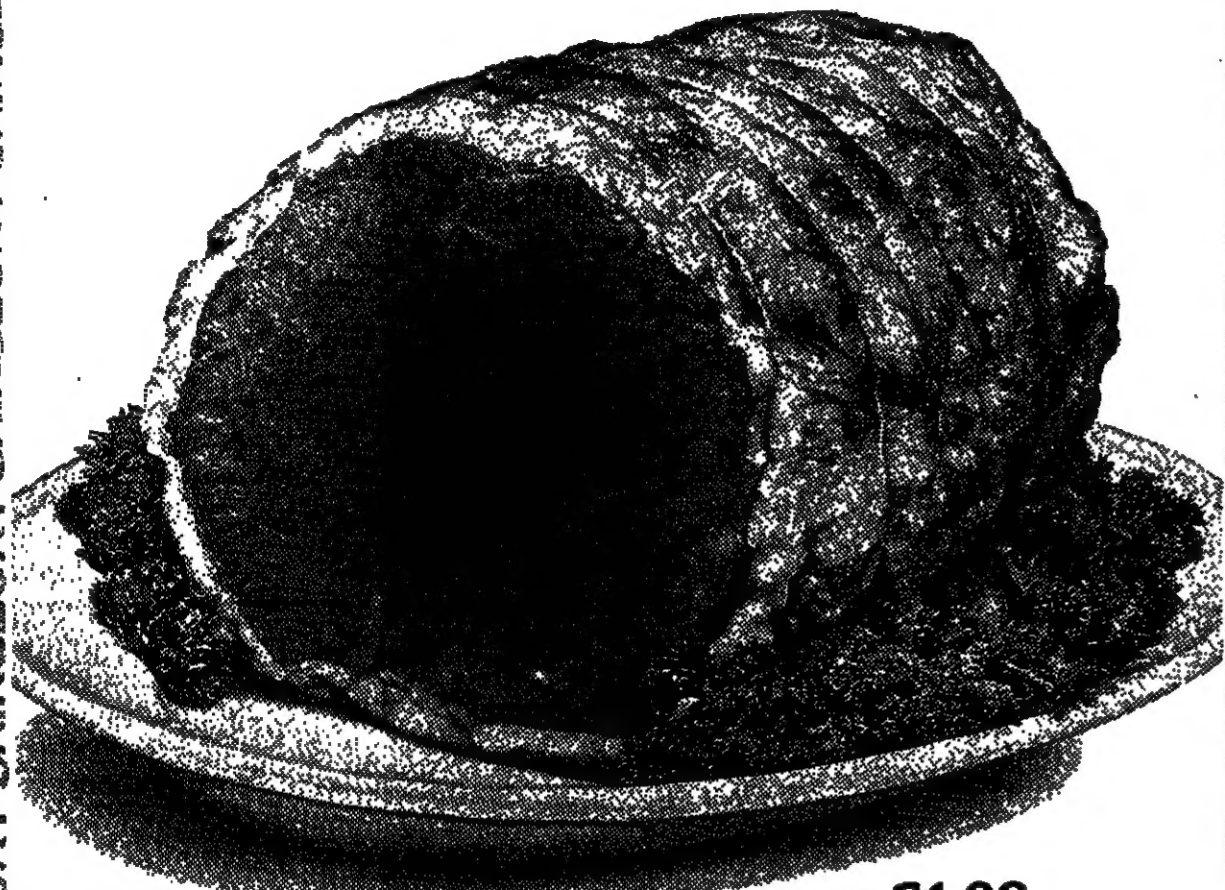
College, Dublin, and the institute will become operational on January 1.

It will have a strong industrial bias.

Among early targets will be the development of new fabrication techniques for "smart" power integrated circuits handling much higher voltage than contemporary chips.

Among industrial applications to which the institute will direct its work are computer disk drives, office equipment, devices for cars, and telecommunications.

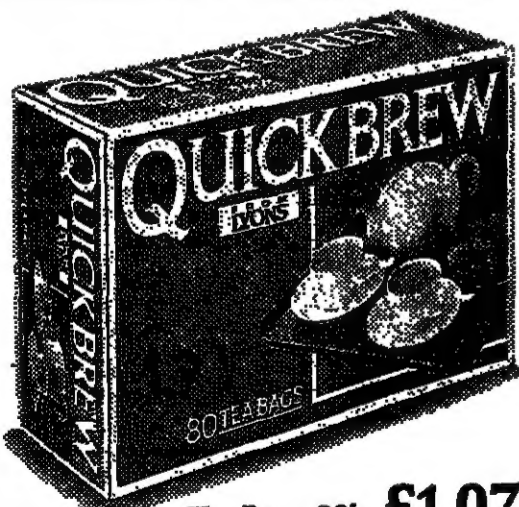
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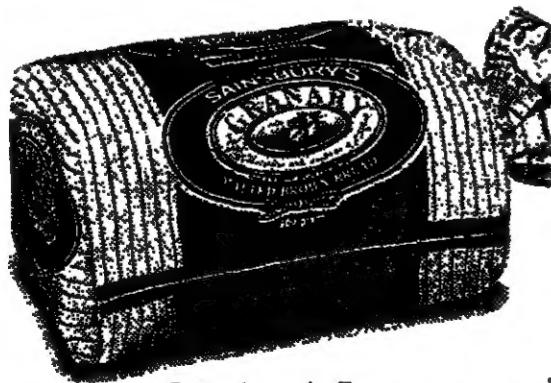
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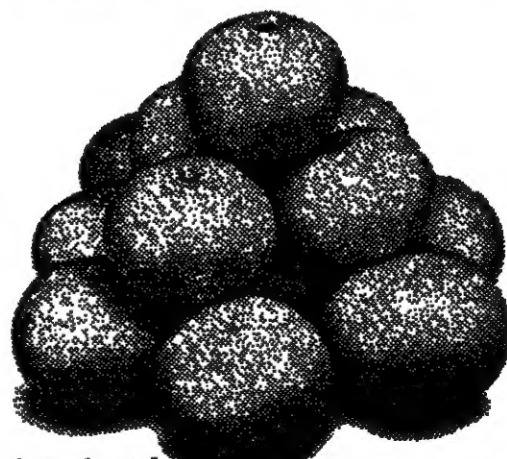
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# Israel bargaining could take weeks

From Ian Murray, Jerusalem

An Israeli soldier was stabbed to death by an Arab in the West Bank yesterday as President Herzog began negotiations on which party can hope to lead a new coalition government after last week's dead-end general election.

With the ultra-Orthodox parties whose support is essential for any coalition locked in an internal power struggle, it could be weeks before a Cabinet can be formed, in spite of the urgent need for a strong government to take security and economic decisions.

Meanwhile, the Palestine Liberation Organization has called for an increase in "the armed struggle and political activities" in the territories.

It seems probable that the Arab who stabbed the soldier at Massua in the Jordan Valley, and who was then himself shot dead, was responding to this call.

The area is just north of Jericho, where there is now bitter resentment against Israel's reprisals for last week's petrol bombing of a bus in which a Jewish mother and her three children died.

The resentment has been fanned by the release of a youth aged 17 who was arrested after the petrol bombing. His grandmother's home was blown up before police cleared him.

In an interview with the Kuwaiti daily *al-Wakeel*, Abu Iyad, the PLO's second-in-command, said the election meant "those who govern Israel over the next four years will be religious extremists calling for expulsion and the transformation of the occupied territories into land free of non-Jewish elements".

In contrast, Mr Shimon Peres, whose Labour Party won 39 seats, now believes he can woo some of the religious parties into a coalition government prepared to hand over land for peace.

His hopes are based on a

200-year-old division inside the ultra-Orthodox block which, he thinks, could split the 18 seats won by the religious parties. He believes he can exploit the fact that non-Zionist parties are prepared to surrender land if it will save lives.

He is aiming specifically at Shas which, with six seats, was the most successful of the religious parties. It has a close ally in Degel Hatorah, a new splinter party with two seats.

Mr Peres is trying to add these eight members to a Labour-led consensus of the left, allied with Arab parties, which already has 55 seats. This would give him 63 of the

120 Knesset seats, enough to keep the Likud group out. Likud can rely only on 45 votes, though it still seems totally confident of the eventual support of the five members of the National Religious Party. It thus needs the support of at least 11 of the 13 ultra-Orthodox Knesset members for a majority.

That provides a profound difficulty, since the five members of Agudat Yisrael say that they will never agree to a coalition with Shas and Degel Hatorah because of their ancient theological quarrel.

Likud hopes to buy them all off with important ministries, but the haggling ahead looks

long and difficult, particularly since Mr Peres appears ready to top any offer made by his rivals.

Mr Rafael Eitan, leader of the right-wing Tsomet party, has won considerable attention with his plea yesterday for a coalition between Labour and Likud in order to change an electoral system which gives a seat to any party winning 1 per cent of the valid votes cast.

Mr Eitan, a former chief of staff, is refusing to join a Likud government if it includes the ultra-Orthodox parties, which he despises for refusing to do military service and for siphoning off government money for the benefit of Bible colleges.

He argues that electoral reform is the only way to save Israel from ultra-Orthodox interference capable of destroying it.

Even before the election, some Labour and Likud leaders agreed that there would be a need to rush through reforms in the event of a deadlock, and the scheme is to be raised tomorrow at a special meeting of the Labour bureau.

Mr Uzi Baram, the Labour general secretary, said after seeing President Herzog yesterday that if such a coalition were proposed seriously "we will consider it". He gave a warning, however, that it would be difficult to run a government on this one issue because of the need to make progress with the peace process at the same time.

The Likud negotiating team which saw the President emerged confident that Mr Yitzhak Shamir would eventually be called to head the next government.

Mr Elyahu Ben-Elizar said that it would still take several weeks for a government to emerge, but there was no doubt that it would be headed by Mr Shamir.



Israeli troops dig up blood-stained earth at the spot where a soldier was stabbed to death on the West Bank yesterday. In line with Jewish custom, it will be buried with the body.

## WORLD ROUNDUP

### Greek minister quits over banker

Athens — Mr Anastassios Schiotis, the Greek Public Order Minister, resigned yesterday after the disappearance of a Greek-American banker who faces charges of forgery and embezzlement in a scandal that has provoked charges of a cover-up by the Government (A Correspondent writes).

The banker, Mr George Koskotas, aged 34, is accused of forging statements purporting to show deposits in the United States of more than \$30 million (£17.6 million) by the Bank of Crete, which he controls, and of illegally using bank funds to finance his other business activities. He was banned from leaving Greece pending the outcome of an investigation. Mr Schiotis said that a warrant for the arrest of Mr Koskotas was issued after police lost track of him on Saturday afternoon, and added: "This is an issue of political delicacy, so I am handing in my resignation."

### Ill dolphin 'may die'

Cairo — A British marine expert called yesterday for international pressure to save two dolphins abandoned in a swimming pool in the Meridien Hotel here (A Correspondent writes). Mr Douglas Cartledge, of the Zoo Check organization in Dorking, Surrey, said that the sick dolphin had only "a 30 per cent chance of survival". He hopes to meet senior Egyptian officials to persuade them to return the dolphins to the wild. An all-party group of British MPs has telephoned support and is understood to be pressing the British Embassy in Cairo to take up the matter.

### Deng loosens reins

Peking — Mr Deng Xiaoping, aged 84, said yesterday that he was no longer in charge in China, and that he had passed the reins of power to Mr Zhao Ziyang, the General Secretary, and Mr Li Peng, the Premier (Catherine Sampson writes). His comments were made in a meeting with President Sanguinetti of Uruguay. Despite his avowals, however, it is agreed by observers that he is still the final arbiter and the ultimate power. He retired from virtually all his posts in October last year, but visiting world leaders still meet him to discuss matters of importance.

### Mandela speculation

Johannesburg — Mrs Winnie Mandela, wife of outlawed African National Congress leader, Nelson Mandela, yesterday visited her husband in the private Cape Town clinic where he is recuperating from tuberculosis (Michael Hornsby writes). Her visit came amid feverish speculation that Mandela, aged 70, who is said to have made a full recovery, was about to be freed. But the speculation appeared to be no more soundly based than the rumours of his death which swept the townships last week and obliged the authorities to issue a statement that he was still alive.

## Mystery over death of Haiti colonel facing drug charges

From Alan Tomlinson  
Miami

Colonel Jean-Claude Paul, a once powerful commander in the Haitian Army who faced drug trafficking charges in the United States, has died suddenly at his home in the capital, Port-au-Prince.

His death under mysterious circumstances comes only five weeks after he was forced into retirement by General Prosper Avril, who seized power in a coup on September 17.

Haitian police confirmed yesterday that the colonel, aged 49, had died on Sunday afternoon. The apparent cause of death was a heart attack. But a local radio station quoted an unidentified family friend as saying that there is speculation he was poisoned. The friend also said that Colonel Paul's servants had been arrested and taken to a police station to be questioned.

The same source said that the colonel's former wife, Mrs Mireille Delinois, was also in



Colonel Paul: Reports say he may have been poisoned.

the hands of the police. Colonel Paul was one of the most powerful and feared men in Haiti until his forced retirement as commander of the

700-man Dessalines infantry battalion two weeks after the coup. He was among scores of senior officers who lost their commands in a wide-ranging purge of the Army.

His death relieves General Avril of a ticklish problem — the colonel's indictment in Miami on the drug trafficking charges. The US has stipulated that progress on curbing drug smuggling is a condition for the renewal of \$70 million (£40 million) in aid.

Colonel Paul's sudden demise also removes a potential threat to General Avril, who has been stealthily consolidating his power since the coup.

Although Colonel Paul took no part in it, he appeared to support the coup and was well positioned to make or break it.

Soldiers under the colonel's command have been linked to widespread violence which has thwarted moves to bring democracy to Haiti since the popular uprising in 1986 which overthrew the Duvalier dynasty.

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# Death toll in Chinese earthquake rises to 600

Peking (Reuter, AP) — More than 600 people are now known to have died in an earthquake which struck south-west China on Sunday, according to a report yesterday on state radio.

The earthquake, measuring 7.6 on the Richter scale, was centred on Lancang county in Yunnan province, which borders Burma.

The State Seismology Bureau in Peking, which had

tion residents and is situated 240 miles north-east of Lancang, but there were no reports of damage there.

Most dwellings in the worst affected areas of Lancang, which is home to the Lahu and Va minority groups, are simple mud-and-wood structures.

An earthquake measuring 5.0 on the Richter scale hit the Lancang region on October 13, but there were no reports of casualties.

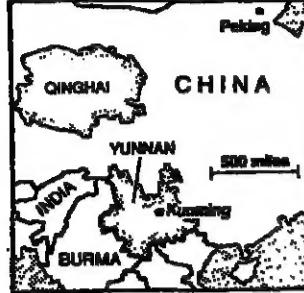
The Richter scale is a gauge of the energy released by an earthquake as measured by the ground motion recorded on a seismograph. A quake measuring seven is capable of causing heavy damage in a populated area, while one measuring eight is 10 times as strong and can do tremendous damage.

Seismologists said that they did not know yet if the Yunnan earthquakes were related to a powerful tremor that hit the far west of China last Saturday.

Experts said earlier this year that China was entering a period of renewed seismic activity after a relatively dormant decade and this would reach a high point after 1990.

Chinese newspapers have been urging peasants not to hold superstitious rites to ward off quakes. Many Chinese peasants believe that 1988 — like 1976 a Year of the Dragon — augurs disaster.

An earthquake measuring 7.8 on the Richter scale devastated Tangshan in north-east China's Hebei province in 1976, killing at least 240,000 people.

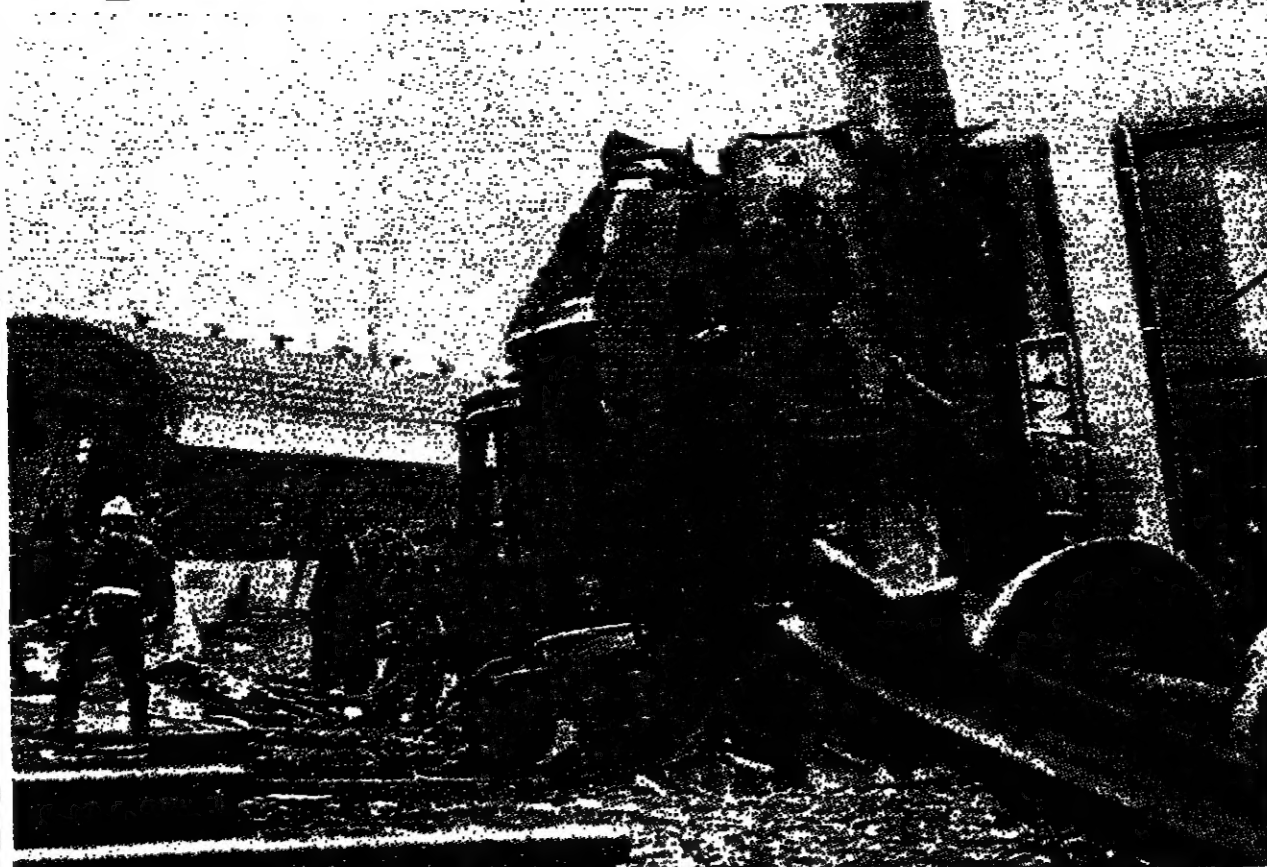


earlier reported 18 killed and 54 injured, said it had no new information despite the official radio report.

But reports from the stricken area said that troops have been drafted in to help with the rescue operation and that the authorities in Yunnan had appealed for an airlift of food, medicine and other relief supplies, as roads to the area remained impassable.

The initial tremor was also felt in Kunming, the capital of Yunnan, which has 1.5 mil-

# Express crash kills nine in French railways' blackest year



Plainclothes police at Epernay inspecting the derailed express, which killed nine workers, while a fireman clears debris.

Epernay (Reuter) — An express train, switched by mistake, wrong track by mistake, plunged into a maintenance vehicle in thick fog yesterday, killing nine workers who were on the line.

A spokesman for the French national railway, SNCF, said one passenger was seriously injured and nine were hurt.

It was France's fourth fatal train accident in just over four months, bringing the death toll on the railways this year to 69, with more than 180 injured.

Rescue services said the Luxembourg-Paris express, with 400 passengers on board, crashed into a line-inspection wagon on a service track at the village station of Ay in eastern France.

The locomotive and eight of the train's 11 coaches jumped the rails at some 30 mph. The express was supposed to bypass Ay station, where work was being carried out on the main line, but an unexplained switching error put it on the wrong track, a spokesman for SNCF at Rheims said.

"The train was switched for reasons we do not yet know on to a service track at Ay station where it struck a vehicle used for carrying men and material

for line-repair work," he said. One passenger told French radio: "There was a hard jolt and everyone knew right away it was derailling. Bags were flying, and people were all over the place."

The Transport Minister, M Michel Delebarre, and the SNCF director-general, M Jean Costet, went to inspect the scene of the crash.

In one of the blackest years on record for French railways, seven trains have been involved in accidents in 1988, including two of the prestige high-speed TGV expresses.

The worst accident occurred in the heart of Paris on June 27, when one commuter train slammed into the rear of another during rush hour at the Gare de Lyon, killing 56 people.

Just over a month later, a commuter train went through a red signal and crashed at the Paris Gare de l'Est station, killing one and injuring 57. The SNCF president, M Philippe Rouvilliot, resigned the next day.

On September 23 two people were killed and 35 injured when the Grenoble-Lyon TGV hit a ferry on a level crossing.

## Cabinet warning to Lange

From Richard Long, Wellington

The Prime Minister of New Zealand, Mr David Lange, is understood to have received a clear message from Cabinet colleagues that he should abide by collective Cabinet decisions or his leadership would be in jeopardy.

Government sources said the message was delivered at a Cabinet meeting yesterday as ministers debated events surrounding the weekend dismissal of Mr Richard Prebble, the former Minister of State-owned Enterprises.

Television New Zealand reported that he was given an ultimatum warning him that senior ministers would resign

if he did not abide by Cabinet decisions.

Mr Lange removed Mr Prebble from the State-owned Enterprises portfolio on Friday, then removed him from Cabinet the next day after Mr Prebble hit back on television, describing Mr Lange as dictatorial and irrational.

The initial dismissal was ostensibly over Mr Prebble's refusal to accept a new procedure for state asset sales drawn up by the Prime Minister's department. The procedure will govern the planned \$NZ2 billion (£706 million) disposal of state assets, including Air New Zealand,

due to be completed before the end of March.

But political observers see the skirmishing as a public manifestation of the ideological split which has divided the Cabinet for much of this year.

Mr Lange has wanted to slow the pace of economic change, while the Finance Minister, Mr Roger Douglas, assisted by Mr Prebble as his chief lieutenant, has sought to maintain the momentum of Thatcher-like reforms.

The dismissal enabled Mr Lange to reassert his authority in the Cabinet and removed Mr Douglas's chief disciple, but dismayed many ministers.

## Aboriginal sacking protest

From Christopher Morris, Sydney

Hundreds of angry Aborigines gathered outside Parliament House in Canberra yesterday to protest about the dismissal of Mr Charles Perkins, the first Aboriginal to head a government department.

His dismissal as head of the Department of Aboriginal Affairs has plunged the Government into a political crisis and is also embarrassing, because the Government has been making special efforts in Bicentenary year to redress wrongs against the Aborigines.

Mr Perkins was dismissed on Friday after allegations of widespread financial maladministration and corrup-

tion in his department and at the Aboriginal Development Commission.

The dismissal came after a dispute with the Minister for Aboriginal Affairs, Mr Gerry Hand, over £150,000 spent on poker machines at an Aboriginal social club in Canberra of which Mr Perkins is the president.

Annoyed by the dismissal, Aborigines yesterday marched on Parliament House. Last night they warned that they would picket Parliament until Mr Perkins was reinstated. They claim the minister should be sacked.

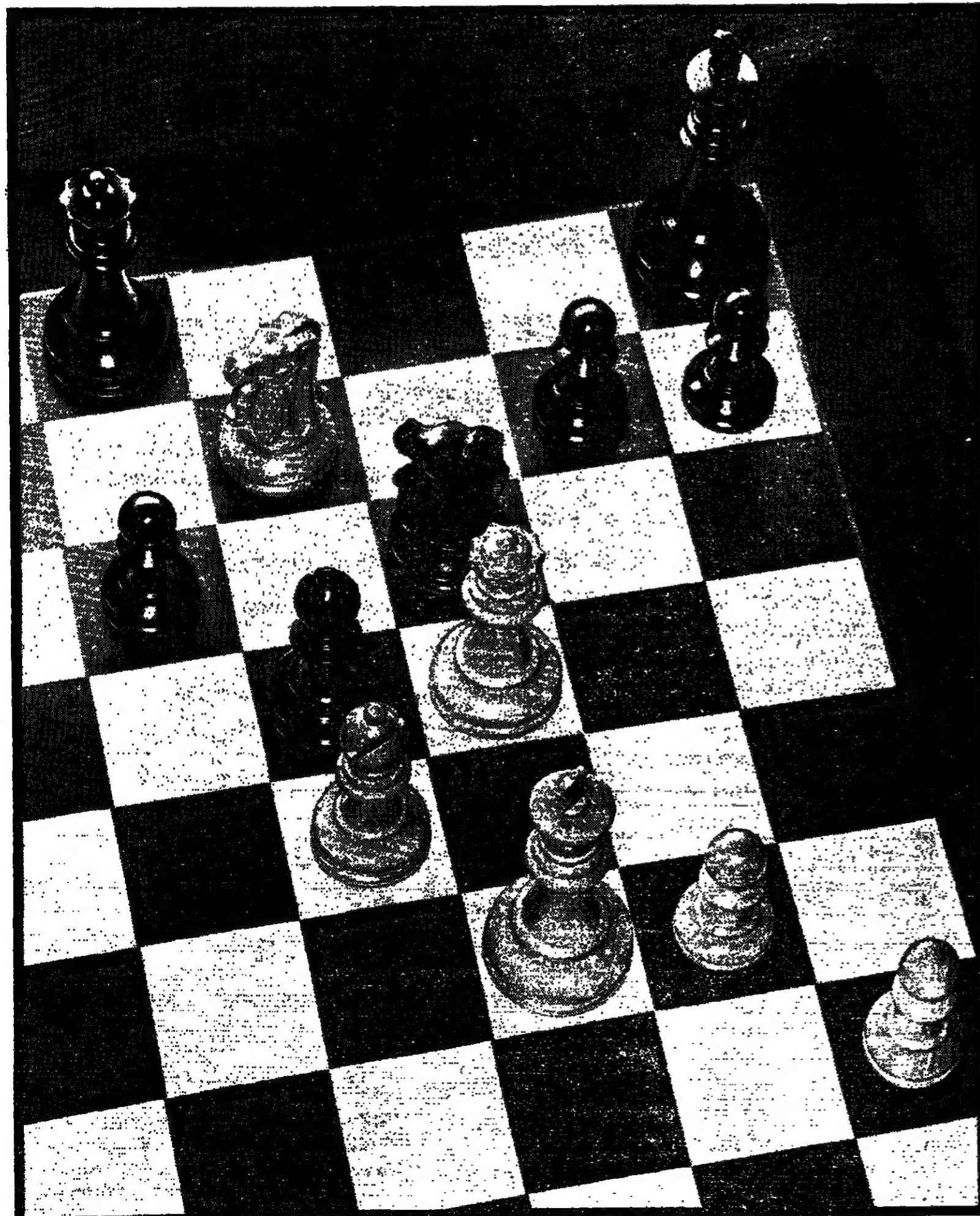
The Government acknowl-

edged the seriousness of the dispute by agreeing last night to set up an inquiry headed by a bureaucrat, Mr Andrew Menzies.

Mr Perkins, however, has vowed to take his fight to the Human Rights Commission and even to the United Nations if his bid to restore his good name fails.

He claims that Mr Hand was aware of everything that had occurred, including the commission's decision to buy 47 poker machines for the club. "That was a legitimate exercise," he said, "the club has the right to survive like anybody else."

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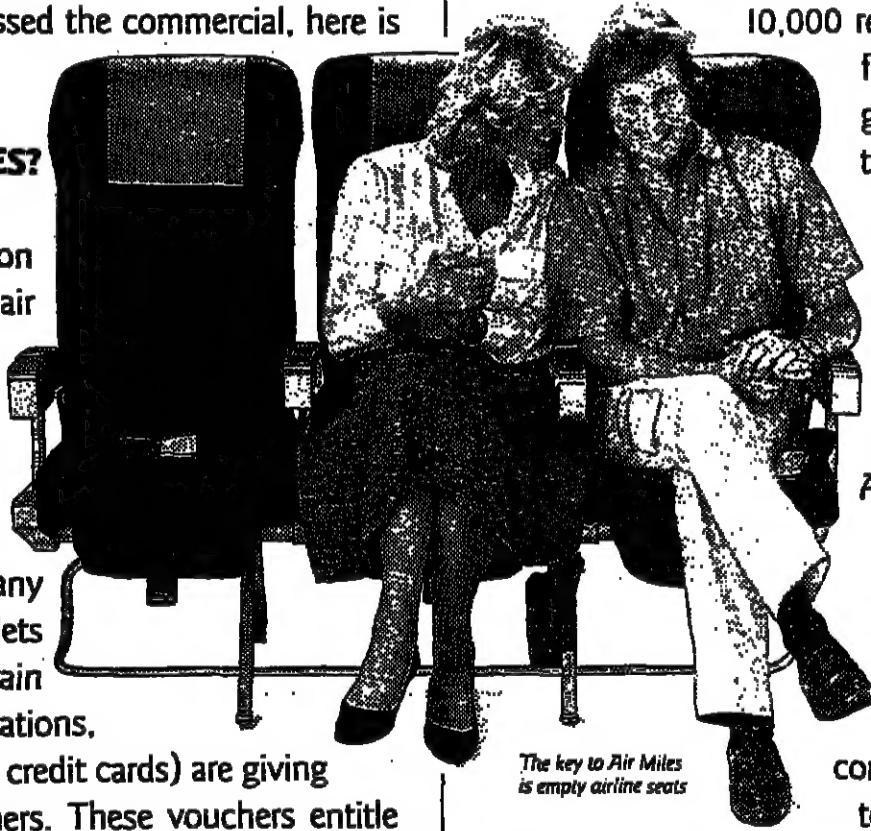
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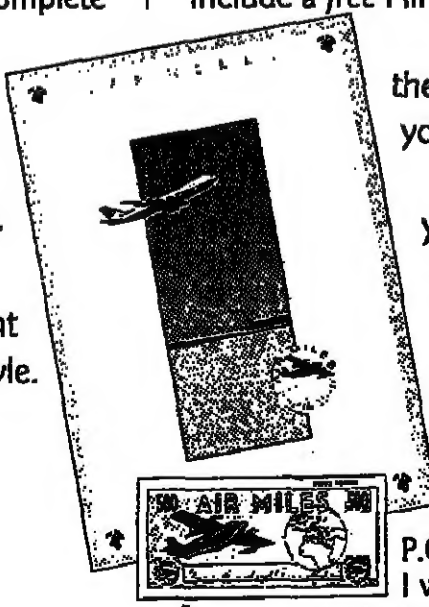
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# US ELECTION

## Dukakis goes all-out to the finishing line

From Charles Bremner, San Francisco

Fighting doggedly to the end, Governor Michael Dukakis yesterday shrugged off the bad news from the opinion polls and criss-crossed the continent in a frenetic effort to win over the undecided.

"We're heading for victory, I can sense it," he told the crowds, with only a hint of wistfulness, in Cleveland and St Louis. Then it was a flight back to the West coast for a final bout of campaigning in California, where he has already staged 75 campaign events over the past year.

As he travelled the Golden State with his do-or-die appeals he was stalked by President Reagan, who has turned the final stretch into a joyous farwell to politics, a "Last Hurrah" as he put it.

Mr Dukakis spent the day insisting that an upset was in the wind. "He wants to have his campaign remembered at least as one that fought to the finish," a senior aide said as the governor's team arranged an unprecedented final burst of speechmaking that was to take him through the night from Los Angeles to Detroit via Iowa.

Since Saturday night Mr Dukakis will have flown four times coast-to-coast, sleeping only on his aircraft. "You don't need to sleep any more," Mr Kirk O'Donnell, a senior Dukakis strategist, told the 180 journalists, who have failed to match the governor's surge of adrenalin.

For everyone following him it has been the irony of Mr

Dukakis's 19-month marathon that he began to deliver the energy and confidence of a true political performer only three weeks ago when the polls showed Mr George Bush running beyond his reach.

From local activists in California to senior Democrats in Congress, the reaction has been the same - why on earth did he not do it sooner? There is also widespread anger in the party, which will probably lead to recrimination if he loses, over how he

allowed himself, when the signs pointed to a mood for change in the country, to be overcome by one of the most inept and unqualified Republican candidates for years.

At least in public, however, senior Democrats are blaming Mr Bush for having turned the presidential race into a bitter and superficial bout of mudslinging that has alienated the electorate and damaged the political process.

Governor Mario Cuomo of New York, seen by many as the party's most "presiden-

tial" figure, came to Mr Dukakis's defence on Sunday, saying he had led an honourable and decent campaign. "George Bush decided he was better off hiding himself and his record from the American people," he said. "He did it effectively with a campaign of distortions, evasion and lies."

Mr Bush, who has been thrown on to the defensive under the Dukakis onslaught of the past two weeks, said in Los Angeles yesterday that he was "sick and tired of my opponent whining about the rough and tumble of this campaign."

Mr Dukakis spent much of the day focusing his attacks on Mr Dan Quayle, Mr Bush's running-mate, who has been kept far out of sight by the Republican campaign so as to limit the "drag" that his unpopularity has inflicted on the ticket.

Mr Dukakis provoked jeers and boos from the enthusiastic crowd when he invoked the image of Mr Quayle running the White House in time of foreign emergency - a post Mr Bush has said he plans to give him. "Dan Quayle as a crisis manager? He's a crisis that needs to be managed," Mr Dukakis said.

Both candidates were to broadcast half-hour commercials last night on prime-time television. Each spent millions buying simultaneous slots on all networks so that viewers would be sure of catching their last-minute appeals. The centrepiece of the

Bush broadcast was to be a film made in the soft-focus, slow-motion vocabulary of the American television commercial.

The Dukakis broadcast was, characteristically, to focus on issues. Much of it was a series of extracts from the "town meetings", the events the governor has staged across the country to answer citizens' questions.

Mr Herman Stangel, of Northampton, Pennsylvania, asks him in one scene: "Hey, Mike, what are you going to do for me when I retire?" Mr Dukakis replies: "Herman, we're going to make sure that the social security system in this country is strong and solvent, and that you and people like you can depend on that social security cheque."

The contrast between the broadcast is a measure of the gulf in the television techniques of two campaigns in this most television-driven election in history. Most experts are pinning Mr Bush's success on the way his strategists crafted their television campaign from three or four simple emotional images - the Dukakis record on crime, gun control, and pollution - and stuck to them relentlessly.

In a verdict on the electronic selling of the President, the *Los Angeles Times* said: "There is a sense that something is amiss, that the system has got out of hand and that no one is satisfied with the politics of the television era."

Leading article, page 17



Mr Michael Dukakis is hugged by his wife, Kitty, at a campaign rally in Portland, Oregon.

## TV to defy politicians in race to give result

From Mohsin Ali Washington

Despite the concerns of politicians, the larger American television networks plan to report today's election result as soon as possible.

The four biggest networks - ABC, CBS, NBC and CNN - plan to report exit poll computer projections from each state as soon as voting is completed in that state.

They will then announce the name of the new President as soon as either Vice-President George Bush or Governor Michael Dukakis has carried enough states to give him the 270 Electoral College votes needed for success.

Because of the three-hour time difference between the West and East coasts the winner may be forecast by the TV stations, based on eastern exit polls, while voting is still going on in California, Washington state, Oregon and Nevada.

The possibility upsets some Congress members, who fear that it will either inhibit the turnout in the West or produce a "bandwagon" effect, perhaps unfairly reinforcing the lead of the candidate doing best in the East.

Both Mr Bush and Mr Dukakis have made clear that they will not claim victory or concede defeat until after the polls in the West have closed.

## Democrat champion almost counted out by latest polls

By Robert Worcester

The political pressure is on in the final lap of the presidential race as the once-massive Bush lead narrows according to six opinion polls - from Gallup, Harris, NBC/*Wall Street Journal*, CBS/*The New York Times*, ABC/*The Washington Post*, and Gordon Black for *USA Today* and Cable News Network - published in the past 24 hours.

During recent weeks, since the second television debate, the Bush lead has seemed immovable at 56 per cent to 44 per cent, which meant the Dukakis campaign has had to convince seven people in a hundred to switch their votes.

Now it seems that a few have been convinced. As the graph shows, there has been a swing, but it is a long way from what Dukakis needs, since only one or two in a hundred have switched. Much has been said and written about how the undecideds will split, but the truth is that for the most part "don't knows" don't vote.

"Echo polls" carried out for *The New York Times* and CBS News have shown in each presidential election since 1976 that from 15 to 25 per cent of voters switch their voting intentions, decide not to vote or move from undecided to a decision in the last week of the campaign. This is estab-

lished by interviewing a group of voters a few days before election day and then seeing them a few days after the election to see if they did as they said they would.

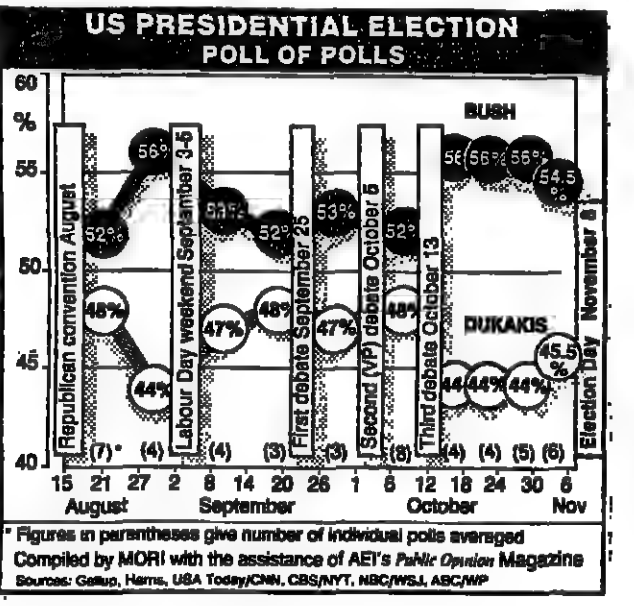
What these studies have shown is that, although there is a lot of moving around, most changes of mind cancelled each other out. In each case, the candidate ahead before polling day ended up winning.

In the Electoral College, the MORI computer projection model shows that the Demo-

cratic candidate can count on only some 20 electoral votes for certain, as things now stand, with another 68 votes leaning in his direction.

The most recent computer projection, from polls carried out towards the end of last week, would give Vice-President George Bush 231 solid votes, 39 short of the 270 needed to win, and there are 219 more votes from states leaning towards him.

Robert Worcester is chairman of MORI.



## Rough ride for Republicans in Congress

From Michael Blynov Washington

Whatever the fate of Governor Michael Dukakis in today's polls, the Democrats are confidently expecting they will retain their hold on both houses of Congress, possibly with an increased majority in the Senate.

Opinion polls have shown that, unlike 1980 when President Reagan swept into office and brought a clutch of new Republican senators to Washington on his coat-tails, Vice-President George Bush has almost no influence at state and local level.

Indeed, many voters who say they will support the Republican candidate for the White House also say they will back Democratic candidates for senator, congressman or governor. One recent poll found that by a margin of 22 per cent, voters wanted different parties controlling the executive and legislative branches of government.

With little if any big upsets expected in the House races, the main changes will come in the Senate, where a third of the members - 34 senators - are up for re-election. At present Democrats hold a 54-46 majority, and it is likely they will gain one or two more seats.

Fifteen of the seats being contested are held by Democrats, 12 by Republicans and six are "open" as the incumbent is retiring. All but two of the Democrats are considered relatively safe, the exceptions being Senator John Melcher in Montana and Senator Frank Lautenberg in New Jersey. Among the Republicans, Senator David Karnes of Nebraska is trailing badly in the polls and is likely to be defeated by the popular Democratic former governor, Mr Robert

Kerrey. Two others, Senators Chic Hecht of Nevada and Lowell Weicker of Connecticut, are locked in a dead-heat struggle.

Of the open seats, three are currently held by each party. The Democrats seem certain of at least one gain in Virginia. The popular former governor, Mr Charles Robb, son-in-law of President Johnson, is overwhelmingly the favourite to beat Mr Maurice Dawkins and pick up the seat held by retiring Senator Paul Trible. But in Mississippi the Democrats will probably lose the seat held by the 87-year-old Senator John Stennis for 42 years. The Republican challenger, Congressman Trent Lott,

support Mr Bush has given to senators contesting seats in states where he has made repeated visits - especially in New Jersey and in California.

General Pete Dawkins, the Republican fighting in New Jersey, has seen an early strong lead slip away, however, through a mismanaging campaign and poor television advertising. In California Senator Pete Wilson, backed by the strong support of the popular Governor George Deukmejian, looks as though he will fight off a strong Democratic challenge.

Two other states will be watched with interest because of the presidential race: Texas and Indiana. Senator Lloyd Bentsen, the Democratic vice-presidential contender, is certain to be returned in Texas. If the Democrats win the presidency, he will have to resign his seat and another man will be appointed. But this looks unlikely. In Indiana, Senator Dan Quayle is not up for re-election this year. But already there is talk of his wife, Marilyn, taking over his seat if he moves to Washington.

This campaign has shown the potential force of incumbency in raising money and fighting off challengers. Senator Hecht of Nevada, dismissed by most analysts and opinion polls as a political lightweight, has fought back to draw even with his Democratic challenger, mainly because he has been able to raise more money. In the House of Representatives, where all 435 seats are up for re-election, nine out of 10 members are likely to be returned because they have had bigger war-chests than their challengers.

Twelve key contests are also taking place among the nation's governors. The Democrats have a good chance of

recapturing the state house in Rhode Island, Indiana, Utah and West Virginia. The races at local level have grown closer and nastier as the election approached. Allegations of racism hang over Indiana's campaign; in Rhode Island, the hiring of a reputed mobster's ex-wife for a state job has become an issue.

Democrats hold 27 of the 50 governorships. Nine incumbents - six Republicans and three Democrats - will be on the ballot. In Indiana, the retiring Republican, Mr Robert Orr, is barred by law from running for a third term; and in Montana the Democratic Governor Ted Schwinden is retiring, as is Governor John Sununu. The New Hampshire Republican who played a

key role in Mr Bush's primary victory there.

In West Virginia, an economically depressed state where Democrats have long been powerful, Governor Arch Moore, a Republican, seems headed for defeat as he runs for an unprecedented fourth term. His opponent, an insurance executive and political novice, spent a record \$2.1 million on the primary alone.

In Indiana, Mr Evan Bayh, the 32-year-old son of a former Democratic senator, looks set to beat Lieutenant-Governor John Mutz, becoming the first Democratic governor of this Republican bastion since 1964.

## Vice-President Bush has almost no influence at state and local level

is a polished and sophisticated performer, while his opponent, Mr Wayne Dowdy, is a rumpled provincial figure.

The Democrats will probably hold on to Wisconsin, where the familiar figure of Senator William Proxmire is retiring after 32 years. But the race in two other open seats - Washington state, currently Republican, and Florida, Democratic - is too close to call.

Although Governor Dukakis has had little time to help fellow-Democrats, the late surge of support for him should bring many more Democrats to the polling booths, especially blacks who hold the key to several races. Republicans are banking on the strong

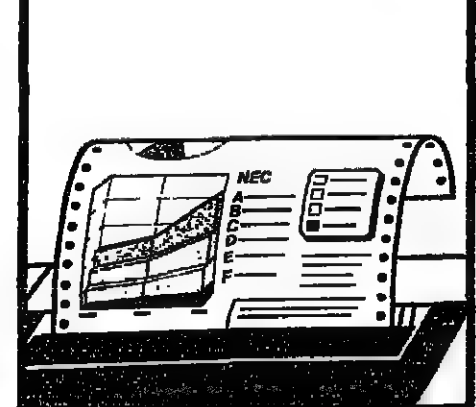
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key role in Mr Bush's primary victory there.

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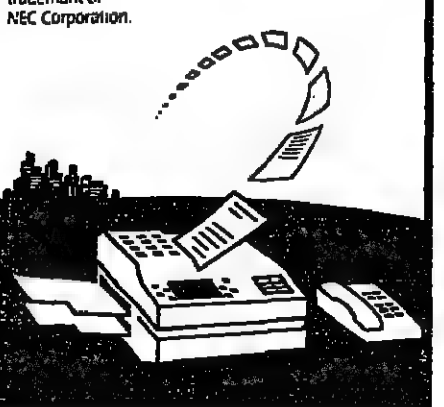
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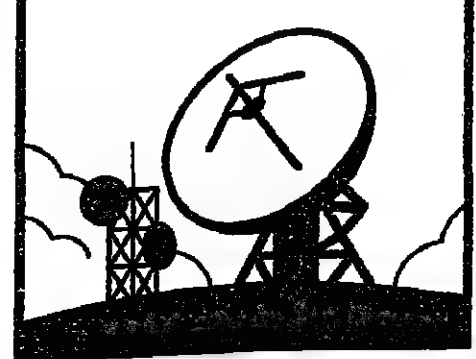
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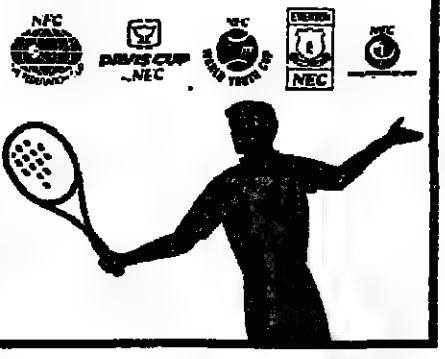
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## BROADCASTING WHITE PAPER

## Satellites offer wider choice for viewers and listeners

By Richard Ford  
Political Correspondent

The Government's radical reform of the framework of broadcasting will lead to significant changes for viewers and listeners in the years to the end of the century.

The main gains are viewers will have increased choice, with a new fifth channel operating nationally, and the present independent television system will be replaced by a regionally-based Channel 3 with greater freedom to match programming to market conditions.

One body will provide news pro-

grammes for Channel 3 and the Government is considering options for the future constitution of Channel 4 on the basis that its distinctive features are preserved and its advertising sold separately from that on Channel 4.

A new flexible regime will be set up to develop multi-channel local services through both cable and microwave transmission - giving greater choice to the viewers.

The UK's two remaining Direct Broadcasting by Satellite frequencies will be advertised by the Independent Broadcasting Authority next year. Viewers

will be able to receive other satellite services directly, including those from the proposed medium-powered Astra and Eutelsat 2 satellites.

All television services, including those of the BBC, are to be given freedom to raise finance through subscription and sponsorship. All services - except the BBC - will be free to carry advertising.

The Independent Television Commission (ITC) will be established in place of the Independent Broadcasting Authority.

A Cable Authority will be set up to license and supervise all parts of the

commercial television sector. Operating with a lighter touch than the IBA, it will have tough sanctions.

The BBC continues as the cornerstone of public sector broadcasting. The Government hopes for the eventual replacement of the licence fee but expects it to continue for some time.

The night hours of one of the BBC channels will be given to the ITC. The BBC will keep the other set of night hours on the basis that it uses it for developing subscription services. Programme-making by independent producers is expected to grow.

The Government will proceed with proposals to deregulate and expand independent radio, regulated by a new Radio Authority.

All UK television and radio services will be subject to consumer protection obligations on matters such as taste and balance.

The Broadcasting Standards Council, under Lord Rees-Mogg, will be put on a statutory footing. Broadcasting's exemption from present obscenity legislation is to be removed.

Transmission arrangements will be reformed to allow greater private sector involvement.

## Lighter regime governs radio

There will be scope for at least three new national commercial services operating alongside the BBC.

A new VHF frequency will be available for one of those services and the BBC's present Radio 1 and Radio 3 MF frequencies will be reassigned for the other two. The BBC will retain sufficient frequencies to broadcast its national services. The new national services and the independent local services will be subject to a lighter regulatory regime.

These services will not be required to comprise education, information and entertainment.

At the local level, licensing criteria will include financial viability, local audience demands and the extent to which the proposed services would enhance the range of programming and diversity of listener choice.

National services will be expected to provide a service appealing to a variety of tastes and interests and the proposed competitive tender and procedure for national services will be subject to this test.

They will have to keep their promises of performance in order to retain licences.

## Ownership

In the interests of competition, no group will be able to control more than one national service and more than six local services.

There will be a 20 per cent limit on radio interests in newspapers and vice versa.

These limits will be set in subordinate legislation.

A new radio authority will assign frequencies, issue licences and supervise the performance of all independent stations.

Advertising and sponsorship will be more flexibly supervised but stations will not generally be able to receive public authority funding.

Any satellite radio services by direct reception will be regulated by the Radio Authority.

## Transmission

On the UHF network, the Government intends to see the maintenance of high technical standards while moving the UHF transmission system into the private sector.

The Government considers the best arrangement for the future will be a regionally-based, privatized transmission system.

Until such a system is in place the BBC will continue to have responsibility for transmitting its television and radio services.

The Government hopes the BBC will test the market for the operation of its own transmission system by commercial contractors.

The ITC will have a supervisory role on the transmission of independent television services.

## Programme production

The Government has set the BBC and ITV companies the target of commissioning 25 per cent of original material from independent producers as quickly as possible.

## New TV channels given the green light

The Government wants to move from a highly-regulated television duopoly towards a more competitive future for the benefit of the viewer. It must be achieved without detriment to the variety, range and quality of programme services without debasing the content of programmes.

New programme services will offer additional outlets for TV advertising, business opportunities, wider trial of subscription viewing and greater opportunities for the programme production sector.

The Government's aim is the creation of a flexible framework allowing entrepreneurs and viewers, with the minimum regulation, to decide in the marketplace which technology should play the most significant role.

ITV Commission

Overseeing all independent television services will be the Independent Television Commission.

It will apply lighter, more objective programme requirements than the Independent Broadcasting Authority does at present, and the way the commission enforces them can be tested in the courts.

The ITC will decide the geographical structure of Channel 3 and the hours to be covered by licences for independent channels.

It will deal on a similar basis with any new programme services subsequently introduced and also with new services using night hours.

It will provide for Channel 4, whether as its own subsidiary or as a licensee; allocate by competitive tendering any future direct broadcasting by satellite licences; supervise such programme services and license satellite programme services linked from the UK.

It will determine, subject to the statutory framework, the nature and pattern of franchises for local television programme services; supervise transmission arrangements for independent services to ensure conformity with international obligations; and collect tender and levy revenue for the Exchequer.

It will settle with the Welsh Fourth Channel Authority the subscription to be levied from operators of off-air terrestrial services to fund the channel in Wales; have oversight advertising and programme content; and issue a code governing advertising and sponsorship.

It will have a duty to plan adequate provision of educational broadcasts by the independent sector. It will ensure that there is at least one body equipped and financed to provide news on Channel 3, and will have sanctions rang-



Mr Douglas Hurd, the Home Secretary, launching the White Paper yesterday.

ing from warnings to licence withdrawal.

The commission will be financed from licence fees and will be responsible for collecting from its licensees finance for the functions presently carried out by the Broadcasting Complaints Commission.

Channel 3

With the UK moving towards a more competitive multi-channel broadcasting channel, the Government believes the existing regime for independent television will be increasingly hard to sustain. Many of the present requirements were laid down by Parliament because of the absence of competing systems, but with greater choice there is no longer the same need for quality of service to be pre-arranged by legislation.

"When there are 10 or more channels within the reach of the average viewer, he and she can increasingly sort this out for themselves", the White Paper says.

The development of payment by subscription, drawing on a new source of funding, should ensure sufficient variety of choice.

Channel 3, which the Government expects to come into effect on January 1 1993, when the present independent television contracts come to an end, will be regionally based.

There will be no relaxation of the requirements not to show material inherently unacceptable and it will have to deliver good quality, impartial and accurate news. Nothing should be included in pro-

grammes offending against taste or decency.

Requirements

As a statutory requirement, each Channel 3 station must show regional programmes; high-quality news and current affairs programmes dealing with national and international matters; and include news coverage in main viewing periods.

Each must provide a diverse programme service to appeal to a variety of tastes and interests; ensure a minimum of 25 per cent of original programming is from independent producers; and ensure that a proper proportion of programmes originates from the EEC.

The White Paper says the requirements will help to enlarge viewer choice while making crucial the regional bases of Channel 3.

It adds that the requirement concerning news will do much to ensure that the public does not lack opportunities to keep itself informed.

However, the Government believes it is necessary to go further in the case of Channel 3 to ensure adequate competition for the BBC and to guarantee the continued availability of a high-quality news service of the kind that ITV has provided.

The Government will impose a duty on the ITC to ensure that at least one body is effectively equipped and financed to provide news on Channel 3.

Licenses will be required to finance the organization. The supply of news to Channel 3 will be governed by a service

contract including a profit element. No external investor should hold more than five per cent of the shares.

The Government proposes separate night licences for Channel 3 to create more opportunities for entry into the broadcasting market. The ITC will decide on additional licences covering other times of the day, for example, a breakfast service.

## Licences

The Government is proposing a two-stage procedure in which applicants will initially have to pass a quality threshold for programming requirements and ownership qualifications.

All applicants passing the initial test will move on to a second stage, in which they will tender for licences.

The ITC will be required to award licences to the highest bidder. Each licensee will also be required to pay a levy in the form of a percentage of advertising revenue at progressive rates, the initial level of which will be prescribed when licenses are advertised. That will replace the present independent television levy.

The ITC will be able to remove licences if a franchiseholder fails to meet requirements. Franchises will be valid for 10 years.

The ITC will not have, or need, the IBA's present power to block take-overs. Those buying into companies will have to satisfy programming tests and ownership rules.

Channels 5 and 6

A fifth terrestrial channel will operate from 1993, with dif-

ferent companies providing services at different times of the day.

Channel 5 operators will be free to determine their own mix between advertising and subscription. The Government believes that Channel 5 licenses should be national in scope.

Licenses will be required to include accurate and high-quality news and current affairs programmes at suitable times in their schedules.

The new service will make use of channels 35 and 37, which can be received by existing TV receivers, although most viewers will need a new aerial.

In the longer term, a sixth channel could be created covering up to 50 per cent of the population.

## Channel 4

The programming remit of Channel 4 must be fully sustained to reinforce the quality, range and diversity of programming by the independent sector.

By this means, the independent sector will continue to cater for minority interests and provide educational programming in a broad sense.

"The Government does not accept that in future only the BBC need concern itself with the range and quality of programmes traditionally associated with public service broadcasting", the White Paper says.

Channel 4 will be required to cater for interests not served or under-represented by other parts of the independent television sector and will

| THE NEW TELEVISION SERVICES |                                     |   |                               |   |
|-----------------------------|-------------------------------------|---|-------------------------------|---|
| Year                        | Channel                             | Number of channels                                | Transmission system           | Coverage                                  |
| 1989                        | Astra                               | Multiple (may include existing cable & satellite) | Medium power satellite        | National                                  |
| 1989                        | British Satellite Broadcasting      | Three   | High power satellite          | National                                  |
| 1990                        | Eutelsat 2                          | Multiple (may include existing cable & satellite) | Medium power satellite        | National                                  |
| 1990 or later               | 4th and 5th DBS channels            | Two   | High power satellite          | National                                  |
| 1991 on                     | Local franchises                    | Multiple  | Cable and/or microwave (MVDS) | Local                                     |
| 1993                        | Channel 5                           | One   | UHF                           | 65-70% national (Time segment franchises) |
| Post-93                     | Channel 6 (if technically feasible) | One   | UHF                           | National (coverage less than CS)          |

Post-93

Channel 6 (if technically feasible)

One

UHF

65-70% national (Time segment franchises)

National (coverage less than CS)

Channel 5

One

UHF

65-70% national (Time segment franchises)

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One

UHF

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UHF

65-70% national (Time segment franchises)

National (coverage less than CS)

Channel 5

One

UHF

65-70% national (Time segment franchises)

National (coverage less than CS)

Channel 6 (if technically feasible)

One

UHF

65-70% national (Time segment franchises)

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UHF



November 7 1988

## PARLIAMENT

## Lawson says pensions briefing misunderstood

The Chancellor of the Exchequer ran into a storm of protest from Labour MPs when he outlined his intentions for helping poorer pensioners.

Mr Nigel Lawson, forced to make a statement in response to a private notice question, repeated that it remained government policy to uprate retirement pensions in line with inflation, while seeking to target more help to the less well off.

He said that his briefing for journalists on Friday had been misunderstood and that the reports attending it had contrived a story between them.

Mr Neil Kinnock, Leader of the Opposition, asked the Chancellor for a statement on his intention to introduce further means-tested benefits for pensioners.

Mr Lawson: "I have no such intention, except in one respect. I have been discussing with the Secretary of State for Social Security (Mr John Moore) a scheme to give special help to poorer pensioners (Mr Lawson laughed). That would be over and above the existing level of benefits (Conservative cheers). We will announce the outcome of this consideration in due course."

Did he not recognize that the

people in difficulty, far from being a small minority, is enormous? On government figures three million are on or below income support level and a further three million are just above that low level. "Will he accept, once and for all, that pensioners are not an act of charity to an older generation, but a right that retired people have earned in a lifetime of work?"

"Since the Chancellor is such an advocate of targeting, will he acknowledge that such a policy inevitably brings a means-tested system which includes the creation of a wider poverty trap. Will he tell us why, when he targets any advantages to the best-off he is unerringly accurate, but when it is the poor, he always misses so many who are in genuine need?"

"Had the public not been misled on so many occasions over Serps, child benefit and housing benefit — it might be more possible to believe what the Chancellor has been saying in denying his own words."

"Will he confirm that the Government will not or at any other time means-test or reduce national insurance pensions and will he pledge that the Government will not withdraw, scheme, or means-test the right of any pensioners to their prescriptions? Will he give an undertaking that this Government will not introduce any new charges?"

"As mobility and attendance allowances are not covered by the Government pledge to annual uprating, will he give an assurance that he will maintain the value of these and not subject the right to receive them to any form of means test?"

"If Mr Lawson wants us and the country to believe that all the reports over the weekend are

nothing more than what he called the fevered imagination of the press, will he redeem his pledge by scrapping the policy of charging pensioners for eye tests now?"

Mr Lawson: "The Government position on social security benefits remains today exactly as it has always been — precisely what it has always been — including a pledge to maintain the value of the retirement pension in real terms."

"We have uprated the retirement pension consistently in line with inflation, despite the fact that there are 1,500,000 more pensioners and that the Labour Government which Mr Kinnock supported cheated old age pensioners twice. They withdrew Christmas bonuses on two occasions."

"They changed the uprating system from the historic formula of the so-called forced retirement, which was 100 per cent, to a new formula. The only change which I and the Chief Secretary (Mr John Major) have been discussing with Mr Moore is a scheme to improve the benefits received by poorer pensioners."

"We have done that because pensioners as a whole have seen their real living standards rise since we took office by nearly 20 per cent, and when Labour were in office by only 3 per cent. Some are less well off. We are seeking a way to help them."

Dame Jill Knight (Birmingham, Edgbaston, C) said: "Many of us feel that it is unjust to make non-contributory payments and hand-outs to those who can perfectly well afford to do without them."

Mr Alan Beith, Democrat (Birmingham, Edgbaston, C) said: "How on earth did the Chancellor, as a former journalist, manage to mislead so many

journalists at the weekend?"

"The message getting through to so many people is that if they save for retirement with an occupational pension, they will lose benefit and home insulation grant, and other benefits. If that is so, the savings ratio will be even worse."

Mr Lawson: "Mr Beith makes a good point. One could argue that nothing should be done to assist the poorer pensioners because it would be a disincentive for them to save. That may be the view of the Liberal Party or whichever party he is in."

Sir William Clark (Croydon South, C) said it was a fallacy to think that all retired pensioners were on the poverty line. Many could afford charges.

Mr Frank Field (Birkenhead, Lab) said that the briefings given by Mr Lawson followed logically from the statement on the freedom of the press. It was proper to target help on families in need, was it not also proper for the Government to target help on other groups?

If so, were not the pension for seven million pensioners and payments to half a million widows at stake? The pensions were not being cut. The whole House will welcome it.

Sir Barney Hayhoe (Brentford and Isleworth, C) said that the statement would be very greatly welcomed. But could he explain why these assurances were not given at least 24 hours earlier?

Mr Lawson: I might ask him why he did not try to ascertain the facts of the matter before giving the statement that he did to the media.



Three of the MPs taking part in questioning of Mr Lawson after his statement on his briefing to journalists about government policy on retirement pension policy. Left to right: Mr Alan Beith, Democrat spokesman on Treasury matters; Dame Jill Knight, Conservative MP for Birmingham, Edgbaston; and Mr Frank Field, Labour MP for Birkenhead.

that is no reason why MPs should take it up.

"This matter was discussed by the Chief Secretary (Mr John Major) and the Secretary of State for Social Security (Mr John Moore) during this year's public expenditure round."

"But we were not, during that round, in a position to give a worked-out scheme. In due course we shall do so. It is good news for pensioners. The whole House will welcome it."

Sir Barney Hayhoe (Brentford and Isleworth, C) said that the statement would be very greatly welcomed. But could he explain why these assurances were not given at least 24 hours earlier?

Mr Lawson: I might ask him why he did not try to ascertain the facts of the matter before giving the statement that he did to the media.

Mrs Audrey Wise (Preston, Lab) asked if he would accept their sympathy in his evident inability to make himself understood.

Mr Lawson said that the Government had maintained the value of the state retirement pension in real terms. But there still remained the issue of a minority of pensioners who had done far worse and that minority, the Government proposed to address with the new scheme.

Mr Andrew Bowden (Brighton, Kempthorne, C) asked him to accept that there were up to 30 per cent of pensioners living at an unacceptably low standard of living. Thirty per cent had a very acceptable standard of living.

Surely, it was quite illogical to give the £20 Christmas bonus to the top 30 per cent instead of giving a £20 Christmas bonus to the bottom 30 per cent.

Mr Lawson: I have no change to announce whatever in the payment of the Christmas bonus. We will continue to pay it.

Mr Robert McCrindle (Brentwood and Ongar, C) said that Mr Lawson, in future comments, should try to avoid

assuming that pensioners were very well off or on the poverty line, forgetting the large number in the middle to whom withdrawal of free prescription charges would be a considerable setback.

Mr Lawson said that the statements in the Sunday newspapers bore no relation to what he had said. He had said that while pensions would continue to be uprated in line with inflation — as the Government had always said they would — additional help over and above that, in his judgement, to be concentrated on the poorest pensioners.

Mr David Wisnack (Walsall North, Lab) said that all the Sunday papers had carried virtually the same story. Was the Chancellor saying that every single journalist at the briefing had misunderstood him?

Mr Lawson: It is clear that the less salubrious MPs opposite, of which Mr Wisnack is a conspicuous example, are determined to run a scare campaign.

## Polish parallel denied by Luce

Did the statement by the Prime Minister during her visit to Poland about basic human rights mean that trade union members at GCHQ would no longer be victimized because they wanted to exercise their basic human rights in this country, Mr David Wisnack (Walsall North, Lab) asked during Commons questions.

"Since the word hypocrisy is now allowed here, how else can the minister explain between what the Prime Minister says in Poland and what her Government carries out in this country?"

Mr Richard Luce, Minister for the Civil Service: "Does he not understand the difference between true democracy with freedom under the law with a freely elected parliament? If he does not understand that, he does not understand anything at all."

## Suicide by 17 prisoners

Verdicts of suicide have been returned on 17 prisoners in Home Office establishments in England and Wales this year. Mr Douglas Hope, Under Secretary of State, Home Office, gave the information in a written reply and added that 11 had been on remand and six sentenced. Inquests were to be held on 14 prisoners whose deaths were believed to be suicide.

The Home Office had received reports during 1988 of 424 apparent suicide attempts in Prison Department custody in England and Wales.

## Repossession total down

There is a downward trend in the number of repossessions of houses by building societies, Mr David Trippier, Under Secretary of State, Environment, said in a written reply.

## \$250 poll tax

If the community charge or poll tax had been in use in the present financial year, 61 per cent of payers would have paid up to £250, Mr John Gummer, Minister for Local Government, said in a written reply. At the top of the scale, 1 per cent would have paid between £551 and £600.

## Aids hospices

Two hospices, London Light-house and Midway Mission, admitted 45 patients and a further 37 hospices are also willing to care for them, Lord Hesket, the Government health spokesman in the Lords, said during questions.

## Parliament today

Commons (2.30): Questions on the Criminal Justice Bill; Prime Minister; Criminal Evidence (Northern Ireland) Order; Copyright, Designs and Patents Bill, Lords amendments.

## Parliament today

Lords (2.30): Health and Medicines Bill, Commons amendments.

## No mines sell-off 'by back door'

There would be no back-door privatisation of the coal industry before the next general election, Mr Cecil Parkinson, Secretary of State for Energy, told the Commons during question time. He said that privatisation would take place during the first half of the next Parliament and he assured MPs that, under it, there would be no diminution of safety standards.

In reply to a question by Mr Ian Gow (Eastbourne, C) about progress towards denationalisation of the industry, Mr Parkinson said: "The Government intends to privatise the coal industry after the next general election. The Government is currently considering the options. No decisions have yet been made."

Mr Gow asked for confirmation that the Bill to privatise British Coal would be introduced in the first session of the new Parliament.

Mr Parkinson: "The Government will be coming forward with a Bill as soon as possible in the new Parliament. Whether it will be the first session or not depends on a number of factors. It will be very early in the new

Parliament and the industry will be privatised in the first half of the Parliament."

Mr Parkinson contradicted recent claims by Mr Nicholas Ridley, Secretary of State for the Environment, that hundreds of nuclear power stations were needed world-wide to combat the greenhouse effect. Mr Parkinson said that he believed it was right to maintain the nuclear component of electricity generation at present levels. All forms of power had clean-up costs.

He was replying to Mr Ian Bruce (Dorset South, C), who said that France generated 70 per cent of its energy from nuclear sources; in the United States and Japan the percentage was higher. Those nations had done far more than Britain to reduce emissions from fossil fuels and Britain should do far more to encourage future power stations to be nuclear.

Mr Parkinson: "Unlike France and Japan we have very substantial reserves of coal. I think it would be a mistake for the nation to turn its back on them."

## Gigantic retreat, says Hattersley

The Government's White Paper on the future of broadcasting pretended to offer choice of many new channels but in fact offered no more than profits to tycoons, Mr Roy Hattersley, chief Opposition spokesman on home affairs, said in the Commons. It was a gigantic retreat from the concept of public service broadcasting and would result in less diversity and lower standards, he said.

Mr Hattersley, responding to the statement by the Home Secretary outlining his proposals, said that the White Paper announced aspirations for broadcasting but that the Opposition was in a wholesale agreement. It welcomed the expansion of broadcasting and recognized the consequent need for changes in organization.

"However we at least know that expansion can only bring diversity and high standards if there is careful regulation," he said.

"While competition has undoubted advantages in some areas of economic activity, the doctrinal obsession with market forces revealed in the White Paper is bound to have adverse effects on broadcasting."

"It is not possible to pretend

that viewers are given more choice if what they are offered is a number of channels showing programmes increasingly dominated by one another and of a steadily deteriorating quality. That is the prospect the White Paper holds out."

The Home Secretary had already conceded that some deterioration was inevitable by apparently removing from Channel Three the obligation to broadcast high class drama and documentaries, as well as religious programmes.

The White Paper said that the need for new channels was widespread and it then proposed the abandonment of present controls. The Government had not the slightest idea what regulations to have. "I make a prediction: they will not be able to do it," said Mr Hattersley.

The White Paper used the phrase "double squeeze" to describe its effect on the BBC. "The value of the licence fee is likely to fall and there can be absolutely no assurance that the necessary continued funds can be raised by subscription television. Nor is subscription television a suitable way for the

BBC to raise a major part of its revenue."

There was no suggestion in the White Paper of how BBC Radio would be financed after the abolition of the licence fee. "We have no doubt that the Government means that sooner or later all radio will be commercial radio — and that will be a disaster," (Conservative MPs: Why?)

Would Mr Hattersley assure the House that the power of the Broadcasting Standards Council would not include the right to preview specific broadcasts?

Mr Douglas Hurd, Home Secretary, said that the White Paper had not been a doctrinal exercise but something which the Government had worked on for a very long time to try to achieve the right balance between wider choice and the interests of quality.

Anyone bidding for a franchise would first have to pass a quality threshold of standards of production. Once passed that, there would be competitive tendering and the Government would be monitoring and enforcement of the quality threshold by the ITC.

Clear rules would be needed to impose limits on the

concentration of ownership and excessive cross-media ownership. "The principle is there and it is a severe one."

Mr Hattersley said that the BBC could be reasonably well satisfied with the situation in which between now and 1991 the fee is indexed, increased in line with inflation. After 1991 we will discuss with them the extent to which they would be ready to limit indexation to what they might have earned by then by way of subscription."

How far and in what form the changes would be made would appear later. "But the BBC is being given a nudge in that direction of, I think, an entirely reasonable kind."

The Opposition believed you could only successfully sustain quality by restricting choice. The Government believed that that was negative and placed too much faith in the virtues of the present kind of bureaucratic regulation. "The proposals offer the right balance between giving a wider choice to the viewer and sustaining quality."

Mr Robert Maclennan, Democrat spokesman on home affairs, welcomed the extension of consumer choice implicit in the new broadcasting technology, but said that there was

concern the increasing multiplicity of channels would not of itself ensure the public good of the quality and variety which they did today.

Mr Hurd said that television was moving out of the area of regulation. He agreed that wider choice did not automatically mean diversity, but the proposals were designed so that it would. That meant the viewers would not simply have a choice between different quiz shows.

Mr Gerald Barningham (St Helens South, Lab) said that if there was to be choice, it had to be an equal choice for all which meant all services being available everywhere.

Mr Hurd said that new technology was moving forward. Which type of broadcasting, terrestrial, MVDS, or satellite, would prove more acceptable, remained to be seen.

Mr David Owen, Leader of the SDP, said that the question of concentration of ownership was a crucial issue. Until the House was satisfied on that, the Government would be unwise to proceed with deregulation.

Mr Hurd agreed and said that he would not bring measures for deregulation before the House without proposals against the concentration of ownership.

## House of Lords

## Law Report November 8 1988

## Court of Appeal

## Without prejudice rule is strictly confined

Rush & Tompkins Ltd v Greater London Council and Others

Before Lord Bridge of Harwich, Lord Brandon of Oakbrook, Lord Griffiths, Lord Oliver of Aylmerton and Lord Goff of Chieveley

[Speeches November 3]

Under the "without prejudice" rule, admissions made in negotiations genuinely aimed at settlement were inadmissible in evidence in any subsequent litigation connected with the same subject matter.

Furthermore, admissions made to reach settlement with a different party within the same litigation were also inadmissible. The same rule was applied to negotiations from production on discovery to other parties in the same litigation.

Accordingly where a plaintiff brought an action against two defendants, "without prejudice" correspondence, which had passed between the plaintiff and one of the defendants and had resulted in a settlement of their claims, was protected from disclosure to the other defendant against whom the action continued.

The House of Lords so held in an appeal by Rush & Tompkins Ltd from the Court of Appeal (Lord Justice Slade, Lord Justice Balcombe and Lord Justice Stocker) (The Times December 26, 1988; [1988] 2 WLR 533) which had allowed an appeal by P. J. Carey Plant Nine (Oval) Ltd, whose application for specific discovery of without prejudice correspondence between Rush & Tompkins Ltd and the Greater London Council had been refused by Judge Eyr Lewis QC.

Mr John Dyson, QC, for Rush & Tompkins; Mr Richard Farnborough, QC, and Miss Rosemary Jackson for Carey.

LORD GRIFFITHS said that Rush & Tompkins had entered into a building contract with the GLC as main contractors in 1971. They had engaged Carey in 1973 as sub-contractors. Carey had put in claims for loss and expense to Rush &

Tompkins who maintained that they were entitled to reimbursement from the GLC. Eventually, Rush & Tompkins began proceedings against the GLC and Carey claiming an inquiry into the loss and expense to which Carey were entitled under the sub-contract and a declaration that they were entitled to be reimbursed by the GLC.

In 1981 before any trial of the action, Rush & Tompkins entered into a compromise with the GLC whereby they accepted a sum in settlement of all outstanding claims, but accepted direct responsibility for the sub-contractors' claims. Thereafter, Rush & Tompkins discontinued the action against the GLC.

The terms of the settlement were disclosed to Carey, but that did not show that the settlement was a global figure. The purpose of the global figure, Rush & Tompkins conceded that such documents existed, but declined to give discovery of them on the ground that they were protected by the without prejudice rule.

That rule governed the admissibility of evidence and was founded on the public policy of encouraging litigants to settle their differences rather than litigate them to the finish. The rule applied to exclude all negotiations genuinely aimed at settlement, whether oral or in writing, from being given in evidence.

The application of the rule did not depend on the use of the words "without prejudice", and, it was clear from the surrounding circumstances that parties were seeking to compromise an action, evidence of the contents of their negotiations would not, as a general rule, be admissible at trial and could not be used to establish a minor piece of evidence.

Nearly all the cases in which the scope of the without prejudice rule had been considered had concerned the admissibility of evidence at trial after negotia-

tions had failed. In those circumstances no question of discovery or of the contents of the negotiations. The cases did show that the rule was not absolute and that resort might be made to evidence without prejudice material for various reasons where justice demanded it.

Thus it would be admissible if the issue was whether or not the negotiations resulted in an agreed settlement, which was the point made by Lord Justice Lindley in *Walker v Wilsher* (1859) 23 QB 333.

His Lordship could not accept the view of the Court of Appeal that that case was authority for the proposition that if the negotiations succeeded and a settlement was concluded, the privilege went, having served its purpose.

In *Walker v Wilsher* the Court of Appeal had held that it was not permissible to receive the contents of a without prejudice admission, it was clear that a party was bound to have adverse effects on broadcasting.

It would be equally discouraging if the law that if he achieved settlement, those admissions could be used against him by any other sub-contractor with whom he might also be in dispute.

In his Lordship's view if admissions made to achieve settlement of a minor piece of litigation could be held against him in subsequent major litigation, it would actively discourage settlement of the minor litigation and run counter to the

underlying policy of the without prejudice rule. His Lordship would therefore hold that as a general rule the without prejudice rule rendered inadmissible in any subsequent litigation connected with the same subject matter any admissions made in a genuine attempt to reach a settlement.

It went without saying that admissions made to reach settlement with a different party within the same litigation were also inadmissible irrespective of whether or not settlement was reached with that party.

The contents of the without prejudice correspondence between Rush & Tompkins and the GLC would not be admissible to establish any admission relating to Carey's claim. However, Carey submitted that they should have discovery of the correspondence since it would be likely to reveal the valuation put on the claim by Rush & Tompkins as the GLC, which would be a material part of the starting point for negotiations and thereby promote a settlement.

It was only at a late stage in the argument made on behalf of Rush & Tompkins that the distinction between admissions and discovery was taken. The right to discovery and production of documents did not depend on the admissibility of the documents in evidence: see *O'Rourke v Darbishire* (1920) AC 581.

The general rule was that a party was entitled to discovery of all documents relating to the matters in issue irrespective of admissibility. In the present case Rush & Tompkins had admitted that the without prejudice correspondence would be discoverable but for the without prejudice rule.

There was little English authority on that question but the decision in *Rabin v Mendosa & Co* (1954) 1 WLR 271 showed that even as between the parties to without prejudice correspondence they were not entitled to discovery against one another.

His Lordship suspected that until the present decision of the Court of Appeal the general

understanding of the profession was that without prejudice negotiations between parties to litigation would not be discoverable to other parties and that discoverability and admissibility went together: see *The Supreme Court Practice* 1988 note 24/517.

His Lordship also referred to the critical note on the Court of Appeal's decision in the present case written by one of the Law Commissioners, Mr Brian Davenport, QC, in the *Law Quarterly Review* vol 104, where he stated (at p349) that the decision would be received "with surprise and dismay by many practitioners".

His Lordship had come to the conclusion that the wider course would be to protect without prejudice communications between parties to litigation from production to other parties in the same litigation.

In multi-party litigation it was not infrequent for one party to take up an untenable position, an intransigent attitude making it extremely difficult to settle with him. In such circumstances it would place a serious fetter on negotiations between other parties if they knew that what passed between them would ultimately have to be revealed to the one obstinate litigant.

If the party obtaining discovery of without prejudice correspondence could make no use of it at trial it was only of very limited value to him. Any advantage it might have did not outweigh the damage which would be done to the conduct of settlement negotiations if solicitors thought that what had passed between them would become common currency available to all other parties to the litigation.

In his Lordship's view the general public policy that applied to protect genuine negotiations from being admissible in evidence was to be extended to protect those negotiations from being discoverable to third parties.

Lord Bridge, Lord Brandon, Lord Oliver and Lord Goff agreed.

Solicitors: McKenna & Co; Wray Smith & Co for Summers & Co, Beaconsfield.

## Theft plot indictment apt in false passport application

Regina v Ashbee

Before Lord Justice Neill, Mr Justice Tucker and Mr Justice Roush

[Judgment October 21]

Although there were statutory provisions dealing with the making of applications for passports by means of false statements, under which the maximum penalty on conviction of an offence was two years' imprisonment, in an appropriate case it was proper to frame the indictment on the basis that the underlying offence was theft rather than the making of the applications.

The Court of Appeal so held when dismissing the appeal of David Ashbee from a sentence of four years' imprisonment on his conviction following a plea of guilty on May 6, 1988 in Southwark Crown Court (Judge Butler) to conspiracy to obtain property by deception.

Mr Ian Macdonald, QC, for the appellant, Mr Peter W. Clarke for the Crown.

LORD JUSTICE NEILL, giving the judgment of the court, said that the appeal raised a question of some general importance, related specifically to the way in which the charge against the appellant was framed.

The particulars in the indictment alleged that he and another man had conspired together and with others to obtain British passports by deception, namely by the fraudulent and dishonest use of birth certificates, the fraudulent use of passport application forms and by other fraudulent means and devices.

In January 1988 the co-accused was arrested at the Passport Office while making three false applications for passports. He said a "Mr Blackwood" employed him to take forged passport applications and documents to the Passport Office and collect the passports when ready.

He took the police to an address where the appellant had rented accommodation in the

name of Blackwood. The appellant said that he obtained passports for persons in America whom he did not know.

For the applications he obtained birth certificates of deceased people and arranged false addresses, false lettershead and references. The evidence was that passports of that kind were of substantial value, and the figure of about \$8,000 was mentioned as the price.

Counsel for the appellant had referred their Lordships to a number of statutory provisions dealing with the offence of making applications for passports by means of false statements.

He submitted that although the present case involved a conspiracy, and although a number of overt acts, which could have been treated as separate offences, had been committed, nevertheless because of the combined effect of section 36(1) of the Criminal Justice Act 1925 and section 3(3) of the Criminal Law Act 1977, the maximum penalty the judge should have considered was two years' imprisonment.

Although it was an unusual course, their Lordships had invited counsel for the Crown to assist on the propriety of the framing of an indictment in such circumstances.

The indictment was framed under section 1(1) of the Criminal Law Act 1977 because it related to a conspiracy, but the underlying offence was one contrary to section 15 of the Theft Act 1968.

It was submitted that a distinction had to be drawn between the application for a passport by means of an untrue statement, for which Parliament had prescribed a limited penalty, and the obtaining of property, which in this case was a passport but might have been a credit card, cheque book, or anything of that kind, which would have considerable intrinsic value; and there was nothing wrong, where the full offence had been committed, the application had been successful and the property had been obtained by means of the false statements, in looking at the reality of the position and charging the offence of obtaining property.

Their Lordships were quite satisfied that the indictment was properly framed and there was indeed a distinction to be drawn between an application to obtain a passport by means of false statements, and the obtaining of the passport and its subsequent use.

The sentence of four years' imprisonment, although severe, was well merited.

Solicitors: Christian Fisher & Co; Crown Prosecution Service, Southwark.

## Parole medical reports

Regina v Secretary of State for the Home Department, Ex parte Benson

Before Lord Justice Lloyd and Mr Justice Nolan

[Judgment November 1]



## US ELECTION

## Who'll start packing his bags for

Where the 538 people who will elect the next president come from, and the five key states that could decide whether they will choose George Bush or Michael Dukakis

As America goes to the polls today, it will not be electing a president. On a ballot sheet of intimidating complexity, voters will be picking members of an electoral college. It is the electoral college that eventually picks the president, in a separate vote on December 19.

But today's vote, of course, is the one that matters. Each candidate will be watching to see how many electoral college members will be

supporting him. The first candidate to reach 270 knows that he will be the next President of the United States.

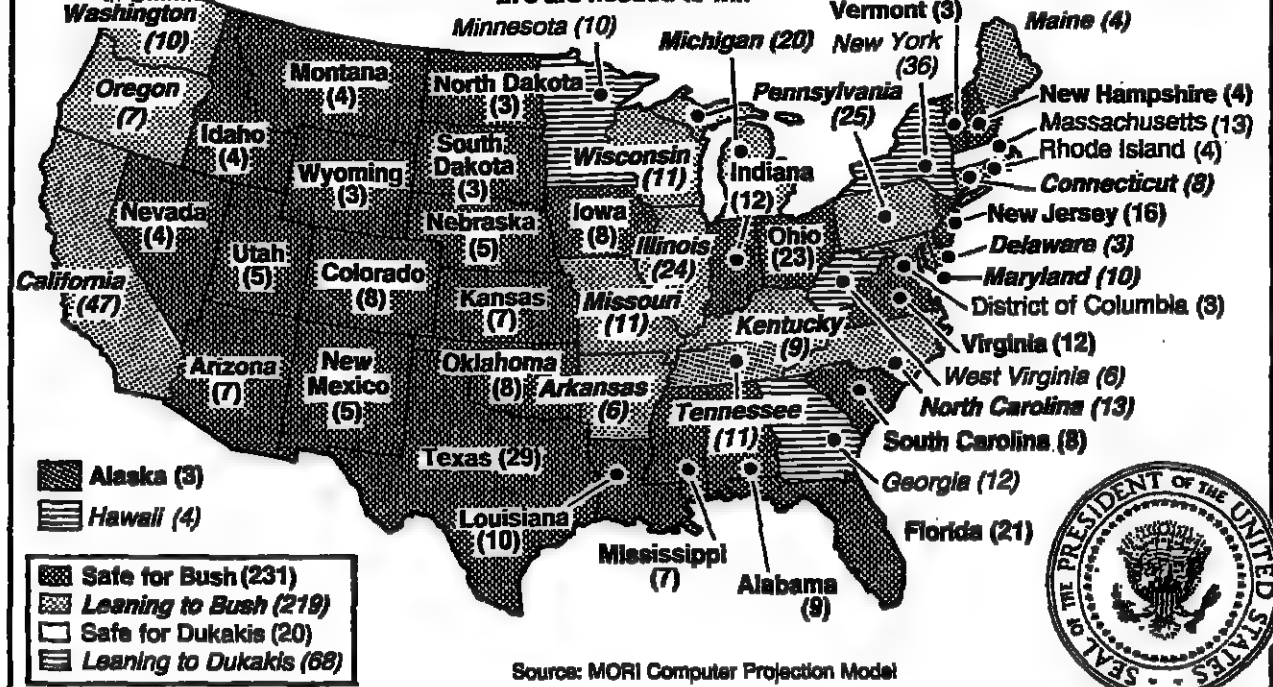
Each state has a different number of college members, based on the number of people it sends to Congress, and the key battles in the White House campaign have been fought in the states with the most influence in the electoral college. Texas is a key state in this

year's struggle not just because of its importance in the electoral college (29 members) but because it was traditionally Democratic but is now leaning to the Republicans. The candidates have also been concentrating on the marginal industrial states of Michigan (20 votes), Ohio (23) and Illinois (24).

In the map below, the shaded areas represent voting trends as reflected in yesterday's polls.

## US ELECTION BATTLEGROUND

Figures in brackets show the number of electoral college votes for each state, 270 are needed to win



Sources: MORI Computer Projection Model

## NEW YORK

Dukakis cannot win without this state. It was previously heavily Democratic, but recent polls show it to have turned marginal

Population: 17,735,000  
12% Black  
8% Hispanic  
2% Asian  
Registered voters (1984): 6,024,000  
No registration by party  
Voting since 1960  
Republican three times, Democratic four times (1960, 1964, 1968, 1976)  
1980: Reagan 47%, Carter 42%, Anderson 6%  
1984: Reagan 54%, Mondale 44%  
Governor: Mario Cuomo (D) re-elected 1986  
Senators: Daniel Patrick Moynihan (D) re-elected 1982 with 65%, challenged by Robert McMillan; Alphonse d'Amato re-elected 1986

## ILLINOIS

Closely marginal, but backed every winner since 1920 except one (1976). Senator Paul Simon unsuccessfully sought Democratic nomination

Population: 11,511,000  
13% Black  
5% Hispanic  
1% Asian  
Registered voters (1984): 5,470,000  
No registration by party  
Voting since 1960  
Republican five times, Democratic twice (1960, 1964)  
1980: Reagan 50%, Carter 42%, Anderson 7%  
1984: Reagan 56%, Mondale 43%  
Governor: James Thompson (R) re-elected 1986  
Senators: Alan Dixon (D), re-elected 1986; Paul Simon (D), elected 1984

## MICHIGAN

Key blue-collar state for Dukakis. Strongly Democratic but voted Republican in past four contests. In economic upturn after 1970s slump

Population: 9,075,000  
12% Black  
1% Hispanic  
1% Asian  
Registered voters (1984): 5,888,000  
No registration by party  
Voting Record since 1960  
Republican four times, Democrat three times (1960, 1964, 1968)  
1980: Reagan 49%, Carter 42%, Anderson 7%  
1984: Reagan 59%, Mondale 40%  
Governor: James Blanchard (D) re-elected 1986  
Senators: Dan Rostenkowski (D) re-elected 1982 with 58%, challenged by Jim Dorn; Carl Levin (D) re-elected 1986

## CALIFORNIA

No Republican has won without California, where President Reagan was once governor, and the contest is unusually close this time

Population: 25,500,000  
16% Hispanic  
7% Black  
5% Asian  
Registered voters (1984): 13,073,000  
Democrat: 53%  
Republican: 36%  
Independent: 9%  
Voting since 1960  
Republican six times, Democrat once (1964)  
1980: Reagan 53%, Carter 36%, Anderson 9%  
1984: Reagan 58%, Mondale 41%  
Governor: George Deukmejian (R) re-elected 1986  
Senators: Alan Cranston (D) re-elected 1986; Pete Wilson (R) elected 1982 with 52%, challenged by Lieut-Governor Leo McCarthy

## OHIO

Highly marginal and considered a bellwether state. The bad news for Bush is that not a single Republican holds state-wide office

Population: 10,752,000  
9% Black  
1% Hispanic  
Registered voters (1984): 5,882,000  
Democrat: 50%  
Republican: 20%  
Unaffiliated: 45%  
Voting since 1960  
Republican five times, Democrat twice (1964, 1976)  
1980: Reagan 52%, Carter 41%, Anderson 6%  
1984: Reagan 59%, Mondale 40%  
Governor: Richard Celeste (D) re-elected 1986  
Senators: John Glenn (D) re-elected 1986; Howard Metzenbaum (D) re-elected 1982 with 57%, challenged by George Voinovich

## OTHER STATES TO WATCH

ARKANSAS: The only Southern state where Dukakis has a slight chance of victory. Long represented in Senate by influential Democrat William Fulbright. It now has a popular Democratic governor, Bill Clinton. 1984: Reagan 60%, Mondale 38%

NEW JERSEY: A blue collar state where "Reagan Democrats" have given resounding victories to the Republicans in the past two presidential elections. A population of 7,515,000 with 4,515,000 registered voters (Democrats 34%, Republicans 21%, unaffiliated 45%). 1984: Reagan 60%, Mondale 39%

TEXAS: Home state of both George Bush and Lloyd Bentsen. No Democrat has won the White House without Texas, and hopes are fading for Dukakis. A population of 15,589,000 with 7,900,000 registered voters. 1984: Reagan 64%, Mondale 36%

## THE CAMPAIGN TIMETABLE

April 29, 1987: Dukakis announces candidacy  
May 8: Gary Hart leaves race a week after disclosure of his relationship with Donna Rice  
Oct 12: Bush announces candidacy  
Dec 16: Hart rejoins race  
Feb 8, 1988: Iowa caucuses. Bush, with 19% of vote, is third in Republican race behind Senator Robert Dole and the Rev Pat Robertson. Dukakis, with 21% of the vote, is third in Democratic race behind Congressman Richard Gephardt and Senator Paul Simon  
Feb 12: General Alexander Haig drops out of Republican race  
Feb 16: New Hampshire primary. Bush wins among Republicans, Dukakis among Democrats  
Feb 17: Governor Bruce Babbitt drops out of Democratic race. Pete du Pont quits Republican race  
March 6: Bush wins South Carolina primary  
March 8: Super Tuesday. Bush wins 16 out of 17 states (Robertson wins Washington state). Dukakis wins Massachusetts, Texas and Florida  
March 9-15: Congressman Jack Kemp quits Republican race, Gephardt and Hart quit Democratic race  
March 15: Senator Paul Simon wins Illinois Democratic primary  
March 26: Rev Jesse Jackson wins Michigan Democratic caucuses  
March 29: Dole quits Republican race  
April 5: Dukakis wins Wisconsin primary  
April 8: Simon suspends bid for Democratic nomination, Robertson suspends bid for Republican nomination  
April 19: Dukakis wins New York primary  
April 20: Senator Albert Gore quits Democratic race  
April 27: Bush secures enough votes for nomination  
June 7: Dukakis secures Democratic nomination  
July 12: Dukakis picks Senator Lloyd Bentsen as running mate  
July 18-21: Democratic convention in Atlanta  
July 21: Dukakis accepts Democratic nomination  
Aug 15-18: Republican convention, New Orleans  
Aug 16: Bush picks Senator Dan Quayle as running mate  
Aug 18: Bush accepts Republican nomination. James Baker, former Treasury Secretary, is appointed Bush campaign manager  
Sept 1: John Sasso, dismissed as manager of Dukakis campaign in 1987, rejoins team  
Sept 26: First presidential debate: Dukakis deemed winner  
Oct 5: Vice-presidential debate: Bentsen deemed winner  
Oct 13: Second presidential debate: Bush deemed winner

## Keeping the cash flowing

and local parties for routine operating expenses, or for "party-building" activities - in other words, if it is not collected directly for the presidential campaign.

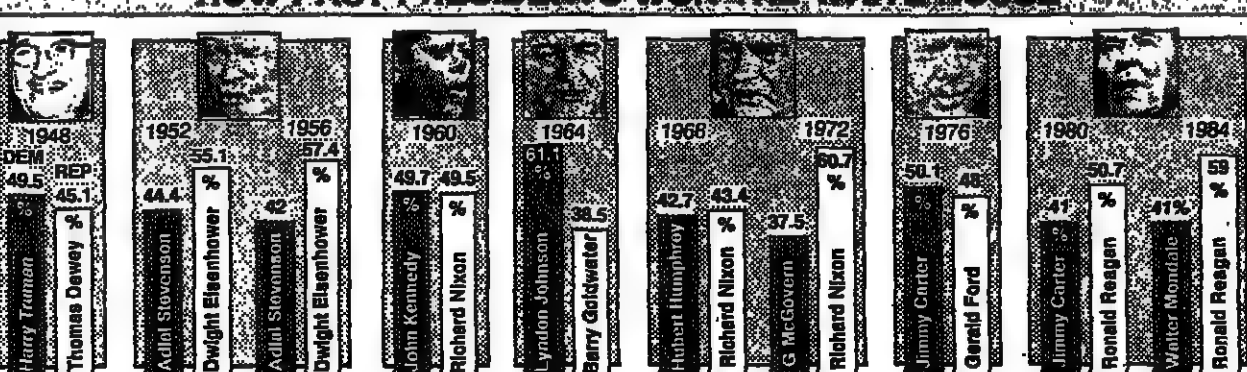
But having collected the money, there is no federal procedure for controlling how it is spent. It means that local organizations of the Republican and Democratic parties have been spending huge sums on the presidential campaign (albeit indirectly), particularly on TV advertising.

Each presidential nominee gets \$46 million in public funds, and each party can legally contribute \$5.3 million to the presidential race. The Dukakis campaign says it has

## WHO SAID IT

This election is a referendum on liberalism - President Reagan  
I'm going to have to arrive at that if there are no others - President Reagan, asked if he would endorse Bush  
Read my lips: no new taxes - Bush, accepting the Republican nomination  
This election isn't about ideology; it's about competence - Dukakis, accepting the Democratic nomination  
Poor George... born with a silver foot in his mouth - Ann Richards, keynote speaker at the Democratic convention  
Dukakis has a terrible dilemma - he can't get elected unless things get worse, and things aren't going to get worse unless he gets elected - Bush on the campaign trail  
Mr Bush, don't you think it's time you came out from behind the flag? - Dukakis on the campaign trail  
The Holocaust was an obscene period in our nation's history - Dan Quayle  
I did not live in this century - Quayle on his poor knowledge of the Holocaust  
I am a Liberal in the tradition of Franklin Roosevelt and Harry Truman and John Kennedy - Dukakis in the final week of campaigning

## HOW PAST PRESIDENTS WON THE WHITE HOUSE



## Low interest rates

Turnout in American elections has historically been far lower than in nearly all other Western democracies, and today may be less than half the eligible voters going to the polls. Despite a strong campaign by both parties and by citizen groups to get people both to register in time - often a complicated procedure - and to cast their ballots, there is a worry that disenchantment with both candidates will keep the poll low.

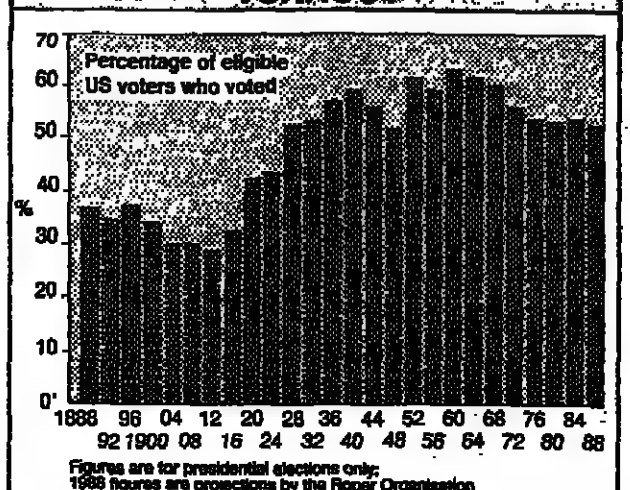
The 1960 Kennedy-Nixon race saw the high point in voter participation, with a turnout of 63.1 per cent. Since

then, however, there has been a steady fall, reaching a low point of 52.6 per cent in the 1980 Carter-Reagan race. Thanks to Reagan's personal popularity, turnout rose in 1984 to 53.1 per cent.

Turnouts were even lower at the beginning of this century. In 1912, when President Woodrow Wilson was elected, less than 30 per cent of those eligible voted.

However, these low figures are in part explained by complicated registration procedures, and the virtual disenfranchisement of all the blacks.

## TURNOUT



Figures are for presidential elections only; 1988 figures are projections by the Report Organisation

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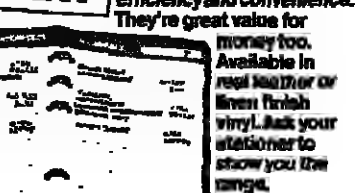
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# US ELECTION

## the White House tomorrow?

### Yawns as a long campaign ends

The 1988 election, which promised at its start to be one of the most unpredictable and exciting of recent years, has ended amid widespread disappointment and a virtually certain outcome. It has been a roller-coaster campaign, lifting expectations and the many candidates to false heights before descending to depths of negative campaigning and mudslinging. But it left the electorate ill-informed of the real issues and unenthusiastic about the final two candidates. Though the race quickened in the final week, a record number of voters are expected to stay away from the polls.

The 1988 campaign broke a number of records and set new precedents. More money was spent than ever before. There were more primary debates, but less real discussion; fewer press conferences and less access to the candidates in the final race.

Both Vice-President George Bush and Governor Michael Dukakis at times rose above the generally low expectations of them, displaying tenacity on the stump and a new-found eloquence in their acceptance speeches. Both started the race poorly, coming third in the Iowa caucuses. Both were underdogs at different stages. And whoever is elected will have beaten formidable historical odds: Bush will be the first incumbent vice-president to be elected president since Martin Van Buren succeeded Andrew Jackson in 1837; Dukakis will be the first son of

immigrants to lead his country for more than a century. Neither man stood out at the start of the primary season. Among the Republicans, Senator Robert Dole was a formidable challenge to Bush. He had a strong record in the Senate, a sharper debating style and the perceived ability to attract more Democratic voters. The four other Republican contenders were never in the same league: former Governor Pierre du Pont was handicapped by an upper class image and limited political message. General Alexander Haig was seen as temperamental and volatile. Congressman Jack Kemp proved a poor campaigner. And the Rev Pat Robertson, though coming second in Iowa, could not mobilize his Christian fundamentalists for later races.

Among the Democrats, Congressman Richard Gephardt pounded out a protectionist message and did well at first; but he spent all his money and was unable to mobilize his Christian fundamentalists for later races. Senator Paul Simon, with an old-fashioned liberal message, won only his home state of Illinois. Former governor Bruce Babbitt destroyed his chances early on by calling for higher taxes. Gary Hart failed to recapture the lead he had before withdrawing over the Donna Rice affair. Senator Albert Gore, gambling all on a Southern strategy, did well on Super Tuesday but then ran a poor campaign in New York. Only the Rev Jesse Jackson proved a troublesome opponent for Dukakis.

In the final race Bush's organization proved far superior to Dukakis. He owed his astonishing turnaround - 17 points behind to 10 points in front - to the firm grip of seasoned campaign managers, Jim Baker and Lee Atwater, and skilled media advisers such as Roger Ailes. He also went on the attack early and campaigned strongly from the day after the Republican convention, branding his opponent as a "liberal" and concentrating heavily on "hot button" issues like gun control, crime and the death penalty, taxes and the pledge of allegiance. Aiming at women voters, he also expressed concern on education and the environment.

Dukakis wasted the crucial month after the Democratic convention. He refused to exploit aggressively Bush's single greatest mistake - the selection of Senator Dan Quayle as a running mate - and failed to respond sharply to the Bush attacks and to bring in more seasoned campaign advisers from outside his Boston circle.

In the end the campaign came down to a tough fight over the crucial big marginal states Dukakis had to win - California, the industrial Midwest, Texas, New Jersey and Pennsylvania. But it was only in the final two weeks that Dukakis began the no-holds-barred, impassioned campaigning that attracted enthusiastic crowds. By then, the polls suggested, it was too late.

Michael Binyon

#### THE CANDIDATES

##### MICHAEL DUKAKIS

Michael Stanley Dukakis was born on November 3, 1933, in Brookline, Massachusetts, of Greek immigrant parents. Dr Panos Dukakis and his wife, Enterpe. He was educated at a local school, Swarthmore College, where he graduated in political science. He then attended Harvard Law School, receiving a law degree in 1960. He joined the army, serving in Korea from 1955 to 1957, and afterwards practised law. He was first elected to the Massachusetts House of Representatives in 1962, serving there until 1970. After losing a 1970 race to become Lieutenant-Governor of Massachusetts, he became a moderator of a current affairs television programme, *The Advocates*.

He was elected Governor of Massachusetts, but lost a bid for re-election in 1978. He was a lecturer and director of intergovernmental studies at Harvard's John F. Kennedy School of Government from 1979 until 1982, when he was again elected Governor. He was re-elected in 1986. He declared his candidacy

for president on April 29, 1987. He came third in the Iowa caucuses, but won the New Hampshire primary. He established a decisive lead over his remaining rivals with his victory in the New York primary on April 19, and was officially adopted by the Democratic Party in Atlanta on July 21.

Raised in the Greek Orthodox church, in 1963 he married Kitty Dickson, who is Jewish and had a son, John, from a first marriage. Dukakis legally adopted John, and he and Kitty have two daughters, Andrea and Kara.

White House he has frequently represented the President at funerals of foreign statesmen. He has also chaired commissions on drugs and on terrorism, and has headed a group drawing up plans for government deregulation. He declared his candidacy for the presidency on October 12, 1987. He came third in the Iowa caucuses, but won the New Hampshire primary and established a decisive lead over his rivals on Super Tuesday, March 8. Bush was officially nominated by the Republican Party in New Orleans on August 18.

An Episcopalian, he and his wife Barbara (née Pierce) have five children: George, Jeb, Neil, Marvin and Dorothy.

##### GEORGE BUSH

George Herbert Walker Bush, son of the late Connecticut Senator Prescott Bush, was born on June 12, 1924, in Milton, Massachusetts, and educated at Phillips Academy in Andover, Mass. After leaving school in 1942, he joined the navy as a pilot, and was shot down in the South Pacific, earning a decoration. He graduated in economics from Yale University in 1948. In 1953 he co-founded the Zapata Petroleum Corporation, the following year becoming president of Zapata Offshore, which sold drilling equipment.

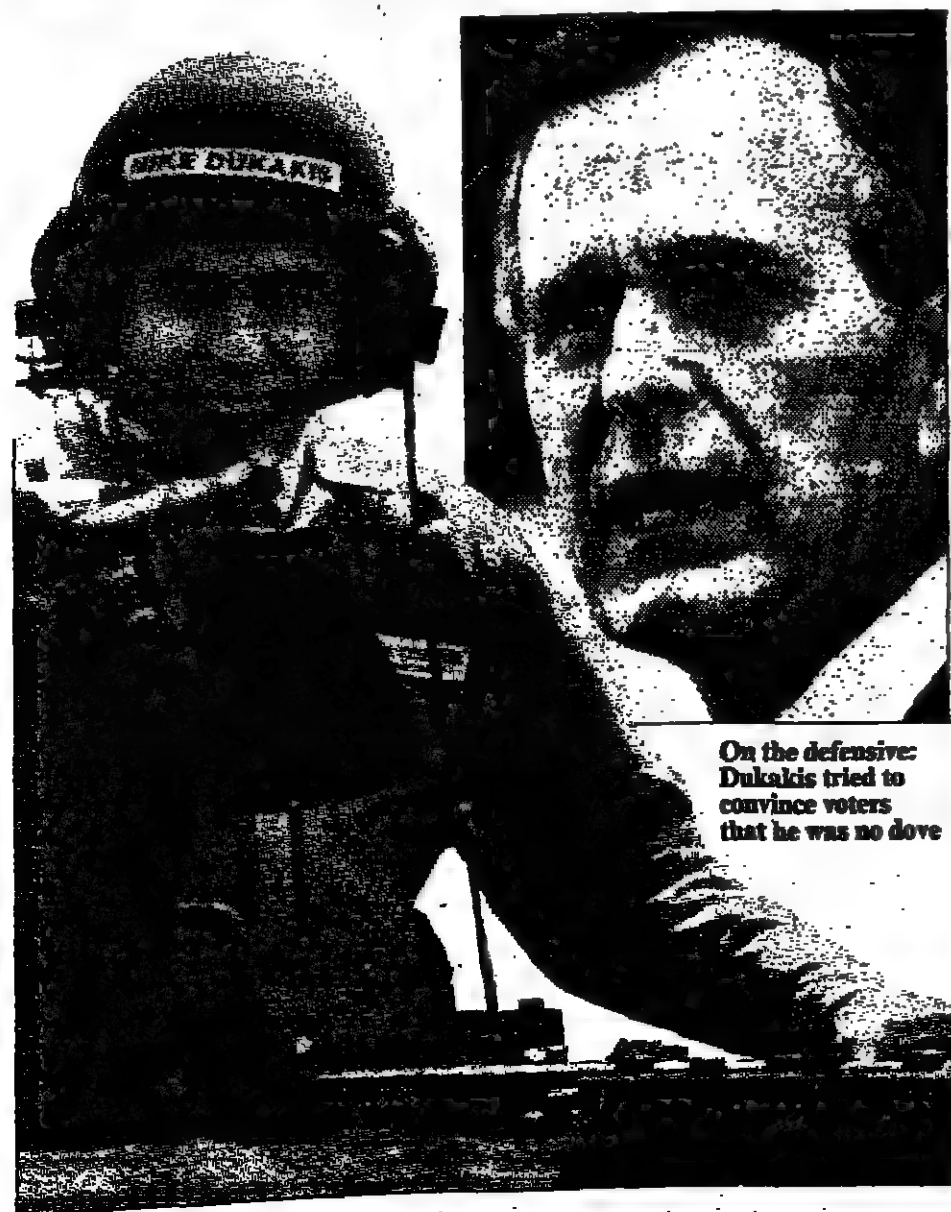
Bush was elected as a Republican to the House of

Representatives in 1966 for a Texas district, and re-elected in 1968. He fought two unsuccessful campaigns for the Senate in 1964 and 1970, being beaten the second time by Lloyd Bentsen.

He served as President Nixon's ambassador to the United Nations from 1971-73; he was chairman of the Republican national committee (1973-74), chief of the US Liaison Office in China (1974-75), and director of the Central Intelligence Agency under President Ford in 1976-77. He unsuccessfully sought the Republican presidential nomination in 1980, later becoming Ronald Reagan's running mate. He was elected Vice-President on the Reagan ticket in 1980. In the

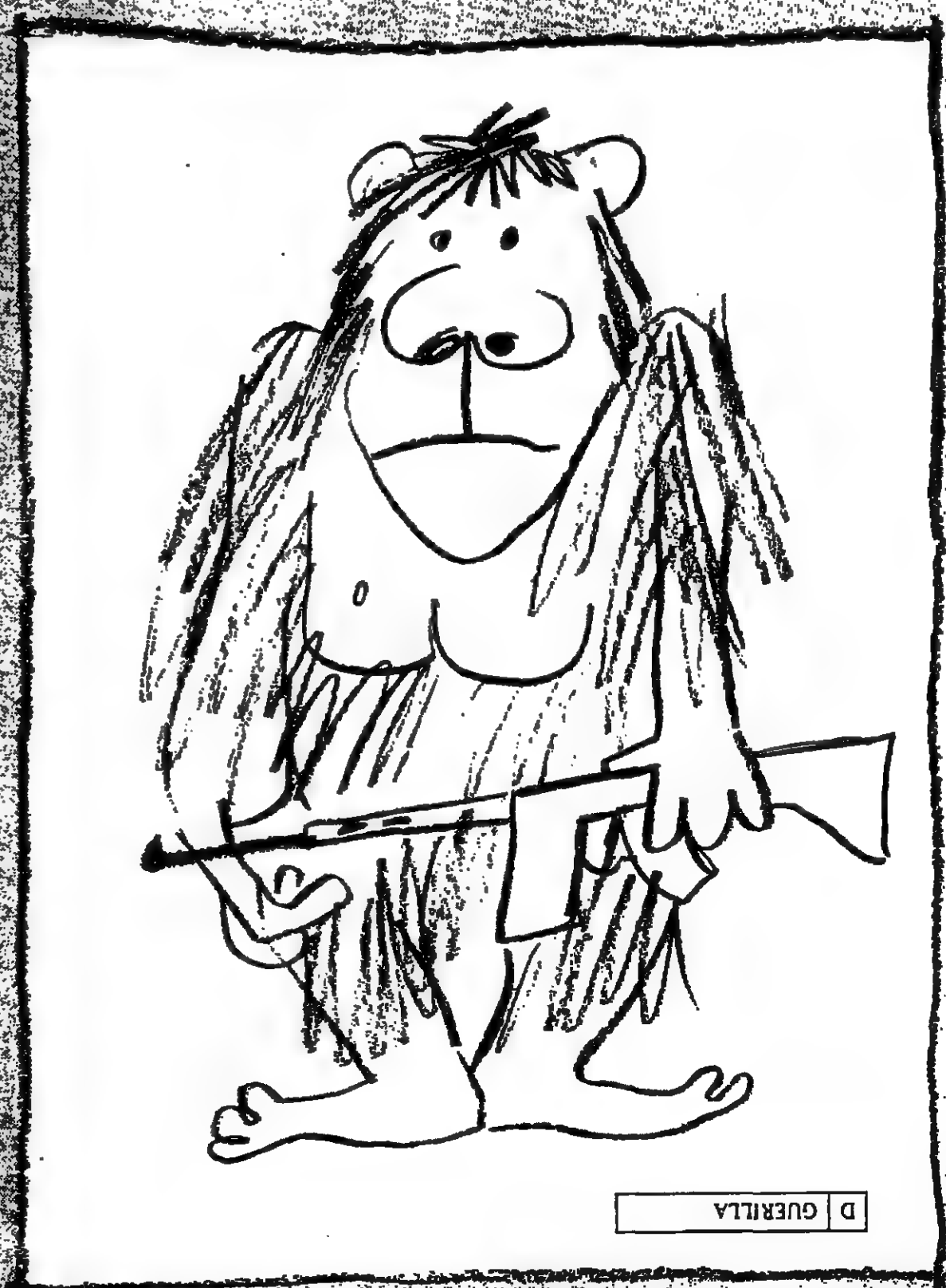
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On the defensive: Dukakis tried to convince voters that he was no dove

| BUSH  | THE ISSUES                | DUKAKIS  |
|---|---------------------------|--|
| No detailed plan for overcoming \$150 billion a year deficit. Proposes "flexible freezes" on federal spending, except social security. No programme to outpace inflation. Favors line-item veto and balanced budget constitutional amendment.   | <b>DEFICIT</b>            | Refuses to specify his "tough choices", but anticipates saving billions with cuts in the "Star Wars" and missile programmes. Also suggests cut in farm support. Opposes line-item veto and balanced budget constitutional amendment.   |
| Wants states to expand medical assistance for poor and low-income groups. Favors constitutional amendment barring most abortions, and wants criminal penalties for most abortionists (but not for women procuring abortions). Supports anti-discrimination legislation to protect Aids victims, and promises increased research funding.  | <b>HEALTH</b>             | Wants universal health insurance, funded by employers, to cover estimated 22 million of the 37 million without health cover. Says this would cost the Treasury nothing. Supports legal right of women to choose an abortion, and government funding of abortions in cases of financial difficulty. Also favors anti-discrimination laws for Aids victims.  |
| Proposes death penalty for killing police officers, drug-related homicide and drug "kingpins", also for treason and espionage. Opposes tighter gun controls, but says war on drugs would be "top priority" with Vice-President coordinating campaign. Would use education and treatment to curb demand for drugs as well as attacking supply sources.   | <b>DRUGS, CRIME</b>       | Opposes all capital punishment. Wants stricter gun control with mandatory waiting period for gun buyers. Will cut aid to countries failing to co-operate in fight against drugs, and would use US troops "under appropriate circumstances" to help foreign countries destroy drug crops and laboratories. Wants to recruit 600 more federal drug agents.   |
| Firmly against tax increases. Would lower the top capital gains rate from 33% to 15% to spur investment. Wants tax credits for poor families of \$1,000 for each child under four, and a tax deferral scheme to help middle income families.  | <b>TAXES</b>              | Proposes a crackdown on tax evaders. He would recruit more tax agents to recoup up to \$110 billion in taxes that remain unpaid each year. Says "no serious candidate" can rule out tax rises altogether, but insists this would be a last resort.   |
| Proclaims himself "an environmentalist". Proposes international conference on greenhouse effect. Supports recent law to ban ocean dumping of waste by 1991. Would set goal of "no net loss of wetlands" and would delay offshore oil drilling in sensitive areas. Supports new, unspecified limits on emissions causing acid rain. Supports nuclear power.  | <b>ENVIRONMENT</b>        | Promises tougher approach by Environmental Protection Agency "to make polluters pay". Wants stricter standards for air and water quality. Would ban offshore drilling in sensitive areas. Would halt below-cost timber sales in national forests. Opposes building nuclear power plants until safer reactors are designed and safe ways found to dispose of nuclear waste.   |
| Would continue the Reagan policy of "peace through strength". Urges caution over Gorbachev liberalization. Would continue strategic arms reduction talks. Wants total international ban on chemical weapons. Supports military aid to Nicaraguan Contras, but is vague on further action against South Africa. Has pledged support for Israel but avoided spelling out detailed Middle East policy. Would carry on with "Star Wars" research, and deployment when it is ready. Favors the Stealth bomber but acknowledges that the country cannot afford both the Mideastern and MX missiles. Strong commitment to US forces in Europe. | <b>DIPLOMACY, DEFENCE</b> | Supports INF treaty and proposed strategic arms cuts. Takes optimistic view of Soviet reforms. Favors wider use of UN and other international bodies to resolve disputes. Wants American allies to shoulder larger share of defence burden. Opposes military aid to Contras. Wants tougher sanctions against South Africa. Committed to defence of Israel. Ridicules SDI as "fantasy" and would cut funding by 75%. Wants "conventional defence initiative" to bolster defences. Would scrap two planned aircraft carrier task forces and the MX and Midgetman missiles, but would look for other ways to modernize land-based nuclear force. Favors Stealth bomber. |
| Wants to be known as the "Education President". Favors more federal spending on pre-school programmes for disadvantaged children. Supports new tax incentives to help college tuition costs. Wants unfettered grants of up to \$100,000 for "merit schools" which spur achievement among disadvantaged students. A supporter of organized (but voluntary) prayer in state schools.  | <b>EDUCATION</b>          | In favour of a college loan programme to allow students to repay loans through pay deductions during their working lives. Wants \$250 million for a national teaching excellence fund, including scholarships and loan forgiveness for prospective teachers. Favors a \$45 million effort to bring retired scientists and engineers into classrooms to help teaching. Opposes organized prayer in state schools.   |



60 seconds to draw a word in pictures.  
Half an hour spent pacifying that nice lady from the RSPCA.

PICTIONARY

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PARKER



# TIMES DIARY

DAVID WALKER

At last, they are saying in the vicinity of Queen Anne's Gate, a public document has appeared bearing the fingerprints of the new man at the top of the Home Office. It has taken quite a while for the plans and papers begun under the former permanent secretary, Brian Cubbon, to work through the system, and his successor, Clive Whitmore, has kept a low profile since arriving in March. But now we are definitely into the era of the prime ministerial favourite who moved from Defence to the Home Office after being pipped for the topmost job of all, Cabinet Secretary, by Robin Butler.

Yesterday's White Paper on broadcasting rings the changes from the Cubbon regime, when the old virtues were held in place even during the tenure of Leon Brittan. Win or lose, it's a Whitmore paper.

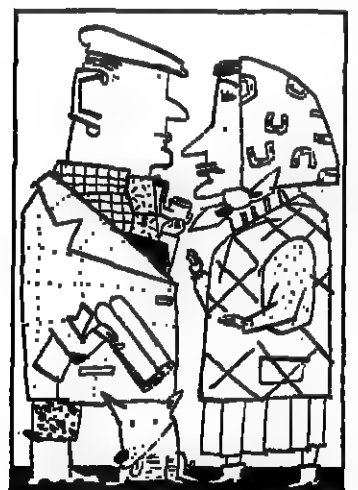
What happens to Mrs Thatcher's gurus when they leave Downing Street? Some, such as Sir John Hoskyns, scourge of the trade unions, now head of the Institute of Directors, fade somewhat — the Institute is a lot less lively now that Graham Mather has gone to the fountainhead of the right-wing revival, the Institute of Economic Affairs. Others, such as Norman Strauss, become a veritable pain in the prime ministerial side.

It is not that Strauss, part of an effective double act with Hoskyns in the No 10 Think Tank, is being indiscreet; rather, he has started levelling fire at the entire Thatcherite ship. Strauss, ex-Lever Brothers, runs a profitable line in marketing advice — *Positioning Brands Profitably* is his latest oeuvre. Now, in columns and (highly paid) speeches, he has been developing a critique of Mrs T as a leader and the Conservative Party as a vehicle for keeping Britain on the right track. He is even talking about new parties — on which he will expand in a speech in the New Year.

With prime ministerial acolytes such as Sir Douglas Hague making speeches about the predilection of British academics for anti-enterprise research and deploring their malign interest in "collective formations" (such as trade unions), you would think university appointments committees and their professional headhunters would have got the message. Especially those seeking a successor to Peter Moore as principal of the London Business School, an organization pretty close to the heart of British capitalism. Their likely choice, one might imagine, would be to consult Lord Chilver, the radical principal of Cranfield, and perhaps poach one of his professors of enterprise.

But no. The new principal is to be George Bain of the University of Warwick, who, although holding the title of head of the Warwick Business School, has made an academic career studying, of all things, trade unions and industrial relations. Bain goes back, moreover, to the days before Warwick, under Clark Brundin, its American vice-chancellor, had become something of a favourite of the Thatcherites. Warwick once had an industrial relations research unit which, in the opinion of that unrelenting foe of academic Marxism, Lord Bell, was tainted by foreign ideology. Throughout what turned into a lengthy and rather messy saga of academic in-fighting (Warwick's vice-chancellor used to be the Tory Lord Butlerworth) Bain played a straight, liberal academic bat. Whatever else they've got, LBS have not got a servant of fashion.

BARRY FANTONI



There are three ways for organization men to go, the experts say: there's exit, voice or loyalty. The Civil Service is not very tolerant of "voice", meaning vocal dissent, though it knows a thing or two about the little coded phrase and the significant inflection. So, sometimes additionally tempted by better money and perks, officials are beckoned by the exit.

One of the fall-outs of the considerable exit of recent years has been a noticeable enhancement of public administration in the bodies they have exited to. Take, as an example, David Pickup, formerly an under-secretary in the Environment Department and a doer in the style that has taken Sir Terry Heister to its top perch. Pickup's problem was that he believed in doing the wrong things, like building public housing, and showed the influence of his spell as the department's man in the North-East.

But the DoE's loss was first the gain of the Association of District Councils, where Pickup's skills have played a considerable role in putting what had been a sleepy organization on the political map. Now he has gone to run the Sports Council, one of those quangos that, having survived the cull ordered by Mrs T, is now impregnable. Look out for some marked improvements in sports administration.

Still intent on "lifting the burden", Lord Young has reshuffled the Department of Trade's enterprise and deregulation unit. Until now a civil servant has chaired the advisory panel on regulation. In future the chair will be occupied part-time by property developer Estates. This reduces somewhat the role of the Civil Service director of the enterprise and deregulation unit. To fill the slot Lord Young has turned to DIT's regional offices, in which he has come to put great trust, and appointed his man in Manchester, Mike Baker.

Nigel Lawson is not built for wrangling, and he has rarely sounded less convincing than when trying on yesterday morning's *Today* programme to blame the furore over the Government's plans for pensioners on the press. Irresponsible journalism, he called it, and later told MPs that standards had slipped since his writing days. He should know better.

The sorry story began with a lobby briefing last Friday by an unnamed "senior minister", but the *Today* interviewer dragged out of him not only he was the minister but that the quotations were accurate. Yesterday afternoon, to defend himself, Lawson had to do a disservice to John Moore, the Social Security Secretary, by telling the Commons of a plan to introduce a new scheme to help genuinely poor pensioners. He says now that there are no plans to take away any existing benefits from pensioners. It is only a matter of what can be given in addition, and it is those extra benefits which are to be means-tested.

What has become clear in the Whitehall flurries is that the Chancellor had not consulted Moore before his briefing and that discussions on the new plan had not got down to details of the numbers to be involved or the sums they are to receive in the new benefits.

Robin Oakley spells out the consequences of that pensions briefing

## Lawson's amazing gaffe

The Chancellor could scarcely have flown his kite at a more unfortunate time. Today the House of Lords is due to vote on the introduction of charges for eye tests, from which 6.5 million pensioners will not be exempt, after the Government squeaked through by only eight votes on the measure in the Commons. So it was politically inept to do anything which might prejudice the Government's prospects in the Lords' vote. It was also irresponsible to mention his long-term aims on benefits at all until the ground had been thoroughly prepared.

Fellow ministers have been aghast at the Chancellor's tactics, recalling how much difficulty they have had already on the charges for something as comparatively minor as eye tests and dental checks, not to mention the earlier cuts in housing benefit which infuriated elderly Conservatives with savings.

However correct the Chancellor and others may be technically in arguing that the

pensioners' share of the national cake has increased, that in recent years pensions have increased proportionately faster than earnings and that, at a time when 80 per cent of them enjoy occupational pensions, they are by no means all on the breadline, it is a message which has to be put across with sensitivity. And poor pensioners do not look like a "tiny minority" when two million require supplements on top of their pensions.

All the more damage has been done because the interpretations of what the Chancellor told the lobby correspondents on Friday morning in completely with other Government moves. Housing benefit has been restricted. Child benefit, a universal benefit paid without regard to income or contributions record, has now been frozen two years running and is clearly being allowed to wither on the vine, pending the introduction of some replacement more closely targeted on those in need.

Moore has criticized the un-

targeted welfare benefits which are spread across society "like a decorative overlay". And everybody knows that the Treasury, whose dearest economic ambition — apart from getting inflation back under control — is to reduce public spending still further as a proportion of national income, smashes its collective teeth at the ever-burgeoning social security budget, up 60-fold since the war.

This year it will cost £46.2 billion out of a planned total of £145.7 billion. Next year (1988-89) it will swallow £47.6 billion, the year after that £51 billion and the year after that £55.3 billion. Pensioners, whose incomes rose by 23 per cent in real terms between 1979 and 1986, take around 40 per cent.

There is a real problem in that while there are at present 2.3 payers of national insurance contributions to support every pensioner, there will be an additional two million pensioners early in the next century and only 1.8 workers to support each

one. But when Lawson and his Treasury colleagues hint at means tests as a way of distributing the money available more effectively to all those deserving cases they are supposedly so desperately keen to help, they elicit a weary "Oh yes?" from some Tories as well as from the Opposition.

MPs recall that the review of social security conducted in Norman Fowler's time as Secretary of State was designed to make the system more comprehensible, to lessen the poverty trap and to ensure that benefits better reached those who really needed them. But the Treasury ensured that it also became a means of saving the Government at least £450 million a year.

John Moore has played things better than the Chancellor. He has phrased his thoughts about better targeting at questions to be examined rather than as statements of intent. But the coded language being used both by him and Lawson really

reflects a Treasury and Tory right-wing desire to get back into the business of revamping the welfare state and to re-run the Fowler reviews, which at the time were announced as a system which would last for 40 years.

What they have not yet found is a way of answering the fears of Tory MPs that many old people would be too proud to submit to examinations of their income and that universal benefits will have to be retained because of the low take-up of selective benefits.

Fowler spruced up the existing system, but the Government at that time was not prepared to take on the conscience-stricken middle classes in the search for deep cuts. Ministers as confident as Lawson in a third-term Tory government, and overwhelmingly confident of a fourth term too, are looking for radical revision.

But in raising the subject the way he has done, Lawson has given Labour a new theme to run with, at a time when polls already show the Tory vote slipping among the over-55s. He has alarmed his own party, brought out a new scheme that might have been a political winner when it was only half-baked, and, in all probability, has set back the cause of greater selectivity in Britain's welfare services.

Tim Congdon

## Do those debts really matter?

If the next American president has read chapter 12 of *David Copperfield*, he will be a worried man. After decimalizing £20 and £20 0s 6d, and converting the numbers into dollars, Mr Micawber's famous warning about the dangers of expenditure exceeding income can be readily applied to the US today.

The US government is running a sizeable budget deficit to its own citizens and the American economy is incurring a substantial current-account payments deficit to the rest of the world. If Mr Micawber's doctrine is right, the next presidential term will see misery if the deficits continue and happiness only if they are somehow transformed into modest surpluses.

It will be risky to wait for something to turn up. In some respects the US external payments position is better at present than it ought to be. Low oil prices have helped — the US is the world's largest oil importer — and strong economic growth in Japan and Western Europe this year has boosted demand for American exports. The deficit on investment income is still quite small; this is temporary, however, because the inevitable persistence of payments deficits over the next few years implies more foreign debt and extra debt-servicing costs.

A snap conclusion would be that policy inactivity is dangerous. If the new administration does nothing, there is likely to be a widening of the payments deficit when the transient favourable influences unwind. According to Dr Allen Lenz, a director of the US Chemical Manufacturers Association, a \$200 billion improvement in US manufactured trade is required to balance the current account by 1992, and this will be difficult to achieve without further substantial dollar depreciation.

But the gloom should not be overdone. The Micawber doctrine is not the only way of looking at international payments. Another set of ideas, perhaps best described as the libertarian view, pays more

attention to the motives and actions which lie behind payments imbalance, and gives a more complacent message.

The essence of the libertarian view is that a payments deficit which reflects private-sector behaviour is not a policy problem and does not oblige the government to take corrective measures. The thinking behind it is straightforward. Within national frontiers, people and companies are constantly engaged in borrowing and lending. In mature industrial societies this borrowing and lending is accepted as a normal feature of the free-market system, indeed as an activity no more remarkable or reprehensible than buying goods and selling them again.

Of course, some of the debts may not be honoured. But why should that bother the government? It may provide law courts, policemen, district surveyors, tax inspectors and the like to help sort out financial disagreements. But, as long as any disputes are resolved within the law, it has no special responsibility to either debtors or creditors.

We can regard current account imbalances between the US and Japan, or between Britain and West Germany, as also in large part the result of free decisions by free agents. It is possible that, as with debts within frontiers, debts across frontiers may not be paid.

But, again, why should that bother governments? As long as all the usual forms of legal arbitration are available, private-sector agents in the US and Japan, or in Britain and West Germany, or in any combination of countries we care to think of, can resolve disputes without resorting to force and without appealing to governments. In an open world economy, with a fairly free flow of goods and capital, debts between nations should no more trouble different governments than debts between individuals trouble the British government.

If a nation simultaneously has a public-sector budget deficit and an external payments deficit, the external deficit may be the result of mischievous public-sector overspending rather than well-judged private decisions. As



The libertarian approach does not preclude the existence of balance-of-payments problems. A sharp distinction has to be drawn between the private sector, generally presumed to be profit-orientated, financially responsible and economically sensible, and the public sector, which tends to be caricatured in this story as myopic, irresponsible and incompetent.

If a nation simultaneously has a public-sector budget deficit and an external payments deficit, the external deficit may be the result of mischievous public-sector overspending rather than well-judged private decisions. As

it can be blamed on government, it is a policy problem and needs to be corrected.

The libertarian approach has an obvious extension. If a country has a current account deficit on the balance of payments and its government runs a budget surplus, the external deficit must be attributable to private-sector borrowing from abroad. Such private-sector borrowing is not a valid concern of policy-makers. This argument has been picked up by Sir Terence Burns, the Government's chief economic adviser, and included in several of the Chancellor's speeches. It is the official riposte to criticism of

Britain's large current account deficit, now exceeding 3 per cent of GDP.

But the libertarian view can equally be applied to the US, whose payments deficit also exceeds 3 per cent of GDP. It does not, in first sight, exonerate the US government as easily as it does the British, because the US government still has a budget deficit. However, many other countries need to be brought into the reckoning. If American public finance bears a special responsibility for the unusually large current account deficit, we would expect the US budget deficit to be higher, as a share of

GDP, than in the rest of the industrial world.

That is not the case. According to the latest issue of the OECD's *Economic Outlook*, the US government deficit in 1988 will be 2.3 per cent of GDP, less than 2.5 per cent in France, 2.6 per cent in West Germany, 3.3 per cent in Canada and 10.2 per cent in Italy. The 2.3 per cent figure will be virtually identical to the average of both the seven largest (or "G7") countries and the OECD area as a whole.

It seems to follow that the exceptional American payments imbalance reflects private-sector behaviour, not public-sector financial mismanagement. It also seems to be unfair for foreign governments, including the British government, to identify the US federal deficit as the prime cause of continuing international financial instability.

Indeed, a consistent application of the libertarian argument excuses the US government from the need to impose a deflationary answer to the payments deficit. The underlying reality may be that the US is simply a very profitable place to carry out business. As such, it can easily finance a large payments deficit from internationally mobile, private-sector capital flows. The libertarian view provides a neat intellectual justification for the apparent indifference of both presidential candidates to the deficit.

Neither Mr Micawber nor his libertarian antagonist has the final answer to the vexed question of what constitutes a balance-of-payments problem. After all the difficulties of theory and definition, the most telling criticism of American financial policy in the 1980s is that it marks a humiliating historical retreat from the traditions of a balanced federal budget and a strong dollar which were once so well entrenched. However clever the libertarian argument for recent financial permissiveness, Mr Micawber may have had the right idea all along.

Commentary • JIRI VALENTA

## Bush's eastern backers

Moscow's line on US presidential elections is that it is prepared to deal with whoever is elected. Nevertheless, it usually prefers one candidate over the other. Despite a long-standing preference for dealing with liberal Democrats such as Franklin Roosevelt and John Kennedy, in the last few decades Moscow has tended to favour conservative or centrist Republicans with whom it has already dealt and who promise continuity.

At times Gorbachev's predecessors seemingly acted to favour the prospects of a certain candidate. At other times they merely exploited the election-year paralysis of US leaders to advance Soviet strategic goals, apparently regardless of election repercussions. Gorbachev, by contrast, engages in subtle public diplomacy designed to dissipate Americans' belief in a Soviet threat. This is a long-term policy geared to bring results regardless of who becomes president.

In the past the Soviets disliked above all unpredictable presidents influenced by strong religious and moral "biases", such as Jimmy Carter. They also disliked virulently anti-communist, conservative Republicans like Richard Nixon (1960), Barry Goldwater (1964), and Ronald Reagan (1976, 1980, and 1984). They observed, however, that such leaders can gradually move to the centre, as both Nixon and Reagan did.

Thus, in the post-Stalin era, the Soviets have tended to prefer Republicans like Eisenhower, the second-term Richard Nixon, Gerald Ford and Reagan's heir, George Bush. Unburdened by the Democrats' image of being

"soft on communism", such Republicans have not had to demonstrate to the electorate their anti-communist credentials. Republican presidents, furthermore, have favoured greater trade with the Soviet Union; there has been no Republican-backed grain embargo. As the Soviet analyst Fyodor Burtitsky put it, "In our hearts we prefer the Democrats; in our minds, the Republicans."

Second, the Soviets opt for well-known candidates in preference to unfamiliar liberal Democrats like Adlai Stevenson, George McGovern and Michael Dukakis and centrist Democrat Jimmy Carter. Kennedy, prospering from Khrushchev's strong anti-Nixon bias, was the single exception to this rule.

Third, Moscow prefers continuity in the US leadership, abhorring abrupt changes and the subsequent need to rearrange its pattern of conduct *vis-à-vis* Washington. For example, at Helsinki in 1975, Brezhnev gave the incumbent Gerald Ford his private endorsement, and the Soviet foreign minister, Andrei Gromyko, did so in September 1976 on the basis of Ford's ability to deliver continuity.

Preferential candidates, the Soviets have tried to influence various US elections. Stalin did so, ineptly, in 1948, by publicly supporting Henry Wallace's peace initiatives — and in the process helping Harry Truman; Khrushchev did so craftily; Brezhnev was more direct. Yuri Andropov and Konstantin Chernenko had no opportunity. Gorbachev, though a relative novice, has already displayed considerable aptitude.

The principal Soviet tactic in 1960 was to deny Nixon any association with the US-Soviet policy of rapprochement. Thus, Khrushchev refused to release Gary Powers, captured pilot of the U-2 spy plane, until after the election to undermine Nixon's alleged ability to deal with the Kremlin. This ploy, in Khrushchev's own words, "gave Kennedy the edge he needed".

During the 1964 election, by contrast, Khrushchev quickly released the crew of a US reconnaissance aircraft shot down over East Germany to avoid prejudicing Johnson's re-election campaign.

Presidential elections also give the Soviets a chance to make strategic gains by exploiting the paralysis of American leaders. In 1968 North Vietnam, backed by Moscow, agreed to open negotiations to end the Vietnam war and, in 1972, to conclude a peace treaty, first with eager Democrats and later with an eager Republican administration. Both offers were subsequently violated by North Vietnam.

In 1976, apparently putting strategic goals above efforts to avert "their" candidate, Gerald Ford, Moscow sought to profit from America's election-year paralysis by intervening in Angola. As Soviet officials boasted, "Once again the Yankees have handicapped themselves for most of the year and they won't be looking at us."

In 1988 Gorbachev dramatically altered Soviet election-line behaviour by trying to influence the process before the primaries, principally to undercut anti-Soviet Republican candidates. Thus the Soviet publicity cam-

paign during the Washington summit of December 1987 sought to convince Americans that the Soviet Union was no longer the enemy.

Moscow's main interest in 1988 is to continue the negotiating momentum reached under the Reagan administration. It believes that Bush, despite tough rhetoric, would resume a serious dialogue without much delay. But Dukakis, in spite of his qualities, would have to prove in the first years of his presidency that he is not "soft on communism", and this could mean a delay.

While having serious doubts about Bush, Moscow is even more uncertain about Dukakis. The last thing it wants is to experiment with an unpredictable, "wishy-washy" administration. In the view of one Soviet analyst, it took Moscow seven years to "straighten out" Reagan and it doesn't want to wait another seven for the transformation of a new president.

What the Soviets do not acknowledge is that the Reagan "transformation" corresponded to a new Soviet moderation and a willingness to negotiate. Gorbachev may be discovering that by forgoing the interventionism of the past — which influenced the US electorate in favour of anti-Soviet candidates — Moscow stands a much greater chance of improving the sinister Soviet image among the US electorate.

The author is Director of the Institute for Soviet and East European Studies, University of Miami. A long version written with John Cunningham appears in *ORBIS*, Winter 1988.

NOV 8 ON THIS DAY 1952



The *Monte Bello Islands* lie off the north-west coast of Australia. About 6,000 square miles were declared a prohibited area for the test on November 8, which was under the scientific direction of Dr W.G. Penney (now Lord Penney, OM, FRS).

### ATOMIC TEST AIDS CIVIL DEFENCE

"A personal account from a scientist" was the description given by DR W.G. PENNEY to his talk, broadcast by the BBC last night, on the explosion of Britain's first atomic weapon.

Dr Penney said that the test was planned to get as much aerial information as possible for Civil Defence. "The decision was made to explode the weapon in a ship moored near land, thus simulating an explosion in a port. The ship was to be equipped as a scientific transmitting station, sending out by radio a vast number of measurements about the nuclear explosion before the equipment was destroyed. More than 100 instruments were to be placed on the islands to record other phenomena such as blast, heat, and radioactivity...."

"An elaborate trial, like the one at Monte Bello, is not completed without some anxious moments. Fortunately there were not many, but the night before D-1 Day was, perhaps, our worst spell. In order to get the right winds at the time of the explosion we had to choose a period of strong winds for both D-1 Day and D-Day. We got the strong winds all right! The winds were so strong that we were not sure that the boats could get the instruments all round the islands to make the final adjustments of their instruments. However, as

always, the Navy and the Marines rose to the occasion and the work was completed....

"With much relief, the firing clock was started.... We all faced away from the explosion as the last few seconds were counted over the loud-speakers. Suddenly there was an intense flash, visible all round the horizon. We turned round to look. The sight before our eyes was terrifying — a great, greyish black cloud being hurled thousands of feet into the air and increasing in size with astonishing rapidity. A great sandstorm suddenly sprang up over the island. It seemed ages before we heard the bang, but in fact it was only a minute.

"To our surprise, a second bang — at least as loud as the first — followed seconds later.... The first bang was the direct sound wave, and the second was a reflection from a layer of warm air some two miles up."

Commenting on the difference between the cloud at Monte Bello and the mushroom cloud in most American pictures of atomic explosions, Dr Penney said the great weight of the mud and water in the cloud at Monte Bello kept the cloud from rising very far. "Even so, the top of the cloud at Monte Bello rose just two miles above the sea.... The peculiar Z-shape of the cloud 10 minutes or so after the explosion was due to the strong winds blowing in quite different directions at different heights...."

"... We were keen on getting ultra-rapid photographs of the very early stages, when the fireball began to burst through the ship. No camera can be brought with the speed that we wanted and so we designed and built our own. We ran our camera in such a way that it took about 100 pictures at intervals of 10 microseconds.... The exposure time for each picture was one-tenth of a second!"





1 Pennington Street, London E1 9XN Telephone: 01-782 5000

## THE LAST STUMP

The US election campaign, which ends today after 18 months, has been described in the usual exaggerated terms as the dullest, the dirtiest, the most negative in this century. It has certainly not looked that way from here.

One candidate, Governor Dukakis, appeared to have a substantial lead during the summer. All the indications are now that he is going to lose what can properly be called a race — which is not a word easily applied to the election of 1984.

The allegation of "negative dirt" comes from those who are sorry that the Democratic Party is about to lose the fourth out of the last five presidential contests. They have been chastened to discover that an apparently impressive candidate was so vulnerable to a straightforward conservative assault. In that discovery lies more than a simple point about negativity.

The pivotal question of American politics of the last decade has been the nature of the Democratic Party. The basic Republican beliefs have not altered greatly or been put under great strain. The recovery from Watergate was swift. But the Democratic Party has been riven by the effects of Vietnam, by the objections in its natural constituency to the social effects of the sixties liberal reforms and by the insistent stresses of America's responsibilities as a world power.

At the same time, demographic change was strengthening the Republican "lock" on the electoral college. It has become increasingly clear that the party lacks a solid base of agreed philosophy from which to mount a recovery.

Last July, the Democrats thought that they had found a leader who would take them out of their darkness. Governor Dukakis ran the government of an economically successful state; he raised a large campaign fund and survived an early hiccup by sacking his chief adviser, demonstrating self-sufficiency and toughness in one move.

He had no skeletons in his cupboard; he seemed capable of sounding both tough and tender. He secured the Democratic nomination with arguments which a few neglected voices warned would be hard to sell to the electorate at large. But that did not worry the Democrats. Mr George Bush, making an awkward transition from vice-president to candidate, looked an ideal target for some negative campaigning. Chortling at a stream of jokes at his expense, the party convention celebrated a new unity and sense of purpose.

All that turned upside down in the course of a few months. Some of the causes were straightforward bad political tactics. Mr Bush saved the bulk of his campaign ammunition for the last lap, President Reagan beginning to campaign actively only relatively late. The less experienced Dukakis team made errors which their more seasoned counterparts on the other

side would have avoided. Many Democrats are already preparing post-mortems which pin most of the blame on the Governor.

But the gloomy outlook which faces the Democratic candidate this morning is more than the responsibility of a single candidate. Mr Dukakis set out to bridge the gap between what it takes to win the Democratic nomination and the expectations of the voters he needed to swing back nationally. The distance between Democratic activists and the Reagan Democrats could not be covered by ideology. The solution was a campaign around the slogan of "competence".

This was inept. The voter was bound to ask competence for what? The more answers they listened to, the more confused they became about a Dukakis presidency.

Competence was supposed to cover gaps between a variety of possible Democratic positions, gaps between the Governor and Jesse Jackson, or between the Governor and his more conservative running mate, Senator Bentsen. Through those gaps, the Republicans drove a series of questions about patriotism and law and order.

Voters found these more important benchmarks than the issues on which they were supposed to be suspicious of a Republican continuity — the economy, the stock market crash, the Iran-Contra affair. They turned out to suspect the Governor's commitment to basic values which Americans want their president to symbolize.

As he moved from stump to stump, Governor Dukakis's response to these attacks was telling. It was strangely unemotional. He seemed incapable of demonstrating that patriotic values were a matter of visceral importance, not mere inclusions in the repertoire of a competent president.

He did not seem to know which way to jump on the issues chosen by the Bush camp. On the requirement of teachers by law to recite the oath of allegiance there are full-throated liberal and conservative arguments against coercion. They remained unsaid, presumably because of the fear that, if voiced, they would deepen the suspicions of the "Reagan Democrats" whose loyalty it was so important to recover.

That uncertainty which paralysed Governor Dukakis when it mattered most goes to the heart of the Democratic dilemma and the Republican success. The Vice-President has shown that when he was in trouble, he had enough sense of what mattered to a majority in the country he wants to lead; his opponent did not.

That bond between the elected and the electorate is a basic building block of successful political leadership. The United States will be lucky to have another president who starts with that advantage.

## MR HURD'S GARDEN

The Home Secretary cannot be accused of taking the great barons of broadcasting for granted. Every important clause of yesterday's White Paper had emerged in advance. It matters little whether the information was "leaked" or the interested parties were "consulted"; the ground for the biggest changes since the creation of independent television has been well prepared.

Mr Hurd can be excused his caution. It is only five years since torrents of outraged abuse followed the call in these columns for an end to the duopoly of ITV and BBC, the auctioning of franchises, the phasing out of the licence fee, an inquiry into alternative means of funding and a tighter definition of public service broadcasting.

All of those ideas have subsequently taken root. The changes in attitude have been remarkable — even by the standards of Mrs Thatcher's most iconoclastic successes — but the White Paper proposals have still met predictably hostile responses. More are certain to come. Mr Roy Hattersley's scare-mongering rhetoric in the House of Commons yesterday will find many imitators.

The Government's proposals are both bold and coherent — but they are, inevitably, a leap in the dark. We feared that Mr Hurd might with one hand offer deregulation to commercial TV while with the other protect his neck by pulling up "public service" obligations. He has not done so. He has not tried to have his cake and eat it — and for that he deserves more praise than he won yesterday.

The Government has also resisted the temptation to favour one of the merging technologies or industries over any other. The same chances will be available to all commercial concerns. "Preparing the ground" is not just a public relations technique for the Home Secretary. He believes, as he says, in creating "a garden in which many flowers may bloom" — not a predictive "blueprint" of what the viewers will want or which broadcasters will succeed.

The reforms do, however, have the advantage of going with the general grain of technological and political change. Television pictures can be supplied now in so many different technical means — by satellite, cable and microwave in addition to the traditional channels — that both the arguments for control and the possibilities for control are vastly weaker than they were in the 1950s when commercial TV began. Politically, the people of Britain are more demanding of choice, more sceptical of bureaucracies' claims to know best.

Mr Hurd will need to continue to be bold.

For his White Paper has another virtue. It puts long-term consistency above the avoidance of short-term squabbles and squalls.

None of the options for the future of Channel Four, for example, supposes a continuing relationship with its current supporters in Channel Three. For the immediate future, it is hard to see the present independent contractors seeing their erstwhile infant as anything but a future enemy. It may be hard to keep the peace.

The IBA is already showing itself reluctant to give up its hold on the levers of regulation. Its Director General, Mr John Whitney, spoke yesterday of the new Independent Broadcasting Commission as though he were already in charge of it. He should be disabused of this view.

The BBC can congratulate itself on a cleaner bill of management health from the Government than it could have dreamt of even two years ago. But, partly as a consequence of that, it is certain to fight hard against the proposal that it be allowed to sell only half of its airtime at night.

The Home Secretary wants it to use the night time to experiment with raising revenue from subscription but is allowing it only one of its channels to do so. The BBC could be forgiven for seeing Mr Hurd's "nudge" towards eventually replacing the licence by subscription revenue as more akin to a shove. It can reasonably claim that if the Government wants to see a success made from one of the most uncertain areas of an increasingly uncertain industry, it should give it the best possible tools.

All those involved in broadcasting — programme-makers, advertisers, regulators, viewers — face a period of turbulence. The Government has rightly rejected the advice of the Opposition to impose the constraints of the old world upon the prospects of the new. But the results, though certainly preferable to vain attempts to preserve the status quo, will not be easy to predict.

Advertisers, whose needs have long been the most neglected in the broadcasting debate, will need to make the biggest adjustments. They have lost the battle to sell their products through the BBC and will soon see the fragmentation of the commercial mass-market for viewers on which they have come to rely.

There are massive opportunities here for better targeted advertisements, lower costs, and a significant boost for the economy as a whole. But, as in all gardens, none of the rewards will be won without a struggle.

### Ginger group

From the Reverend D. Campbell Stewart

Sir, Nowadays shops sell gingerbread men throughout all seasons of the year, according to them the same treatment that they dish out to Christmas puddings, hot cross buns and Easter eggs, all of which once had their own distinctive places in the calendar.

I have vague childhood mem-

ories that gingerbread men appeared once and only once a year, possibly around Shrove Tuesday. Others have suggested as possible dates Hallowe'en or Christmas, but confirmation is lacking.

A delightful but unsubstantiated suggestion is that these figures were originally images of saints peddled at medieval fairs under the name of the saint whose day was currently being observed. If this were so, different parts of the

country might have different seasons for promoting sales of gingerbread men in the interests of their local saints.

It would be a pity if this fragment (dare one say a crumb?) of our heritage were lost while there are still valuable memories to be recorded, perhaps even in your own columns.

Yours faithfully,  
D. CAMPBELL STEWART,  
28 Summerside Street, Edinburgh.

## A means to end means-testing

From Mr David Hobman

Sir, It is sad that any debate about the financial well-being of large numbers of older people in this country is bedevilled by the emotion-laden term of "means-testing". This immediately diverts attention from any constructive discussions of how best to help those who suffer most.

Given that current Conservative approaches are based upon targeting, and that to each according to his needs, from each according to his abilities are basic tenets of socialism, it is difficult to see why there should be these largely contrived confrontations about the principles upon which income maintenance should be administered within the real world, where resources are finite.

Of course, the amounts shift from one group to another, and the methods employed to effect the transfers will always be a matter for legitimate political debate. There is also plenty of evidence to confirm that any benefit which has to be processed through a complex bureaucratic machine, in which the potential consumers need to be literate, numerate, and energetic will be grossly under-used. I suspect that all Treasury calculations under all governments have been based on far less than complete take-up.

It is also a fact that the present generations of very old people include those who have suffered poverty through most of their lives. They have an understandable loathing of the process in which applicants had to humiliate themselves at the hands of representatives of the Poor Law, and charities seeking "virtuous" beneficiaries during their early years. In my work as the (then) Director of Age Concern England I was often told how the dreadful experiences old people endured have left lasting scars.

But the process of income-tax relief itself does not cause an uproar, and so the solution to eliminating poverty, at any age, must lie within a system of tax credits in which levels of need in particular circumstances can be identified, agreed, and met within a dynamic and equitable system. This would not rely upon abstract "averages", or even the mythical man on the Clapham omnibus, but on the uniqueness of each of us as an individual human being.

Yours etc.,  
DAVID HOBMAN,  
Robinswood, Georges Lane,  
Storrington,  
Pulborough, West Sussex,  
November 7.

### Trial by jury

From Professor Michael Zander

Sir, The main thrust of your series on the jury (October 24-26) was that the system would work much better if the method of selection were improved. This view deserves little support from existing research.

The Juries Act 1974 dramatically increased the number of women and younger persons serving on juries. But Home Office research, based on a before-and-after study, found that the change produced no statistically significant alteration in the acquittal rate.

Similarly, the study by Drs J. Baldwin and M. McConville of 326 Birmingham juries in 1975 and 1976 found that "the presence of women, younger, or working-class jurors appeared to make no difference to jury results."

The Crown Prosecution Service study of some 3,000 crown court cases showed that use of peremptory challenge was associated with a higher, not lower, conviction rate (59 per cent against 51 per cent when there were no challenges). *Criminal Law Review* 1988, p. 737.

Tinkering with the composition of the jury, whether through raising the age limit, abolishing peremptory challenge, introducing literacy or intelligence tests, tightening up on the randomness of the selection process, or eliminating disqualified jurors, will probably make little or no measurable impact on the result of cases.

Yours sincerely,  
MICHAEL ZANDER,  
The London School of Economics and Political Science,  
Houghton Street, WC2,  
November 5.

### Survival at the poly

From Professor G. T. Fowler

Sir, In your Diary of October 25 David Walker states that the calibre of polytechnic directors is "to put it kindly, variable". So is the calibre of journalists, and of editors, and of many other groups. I cannot, however, see how it follows that, in a "class between (academic) standards and income-generation", polytechnic directors are all firmly on the side of "survival" — whatever that means.

The only evidence adduced for this odd proposition is that three of us have political connections, two others were formerly staff members of the Department of Education and Science or HM Inspectorate, and one other is allegedly "pugnacious". The last then has attributed to him views which he does not hold. A similar list might be made of, for example, university vice-chancellors of recent years.

I resent, both personally and on behalf of my colleagues, Mr Walker's suggestion that we are not resolute in our defence of academic standards. Our institu-

## Putting art 'experts' in their place

From Professor John Pick

Sir, There will I suspect be much sympathy for Ronald Butt's argument (November 3) that what is wrong with the "art" of our time is that it is the product of "experts" and that the views of laymen are too little considered. As a result we suffer both from the extremes of modernism and from the crassness of many arts bureaucrats, who consider that "art" is significant only when it plays a part in economic development.

"Experts" in the arts do indeed often display a profound contempt for the views of laymen, but rather more disturbing, in my opinion, is the massive ignorance they so often display of their own cultural history. They take refuge in supporting avant-garde rubbish with subsidy, or propounding specious nonsense about the arts economic role in "urban renaissance" because they have no knowledge or understanding of why poetry, music, theatre, or indeed the look of our towns and cities so long mattered to so many people.

Nor do the "experts" know anything about those long periods in our cultural history when large numbers of people seem to have chosen the best, without expert advice.

Ronald Butt asks how we can bring back good judgement into building and promoting other works of art. It is not an easy question to answer. One route, however, lies in putting back a study of cultural history, and the

development of the creative and critical faculties in art, into our school curricula and back into our higher-education system.

A second is to appoint to key positions in the Arts Council, BBC, and other bodies people who are educated in our cultural history and who are not simply successful businessmen, fashionable economists, or property developers.

Yours sincerely,  
JOHN PICK,  
City University,  
Department of Arts Policy and Management,  
Level 12, Frohiser Crescent,  
Barbican, Silk Street, EC2,  
November 3.

From Professor A. Kennaway  
Sir, It is ironic that the attack on architecture concentrates on aesthetics at a time when buildings are increasingly suffering from poor performance and when the construction departments of major law firms are expanding as a result.

Most faults are attributable to design error, much of it due to incorrect choice or misuse of materials, even traditional ones. At the same time, students of architecture consciously reject injection of technical subjects into their courses. One wonders what is usefully learned during a seven-year course.

Yours faithfully,  
A. KENNAWAY,  
12 Fairholme Crescent,  
Ashted, Surrey,  
November 5.

### Prince and architects

From Mr A. W. Sibley

Sir, As one whose life has been devoted to the cleaning and maintenance of buildings of all kinds in the City of London I was delighted to hear the Prince of Wales speak out in favour of the aesthetic (report, October 29).

Cleaners see buildings at close quarters from every possible angle — and the experience is rarely pleasant. The architect who considers the cleaning and maintenance of a building is rare and many buildings are designed without any consideration for after-care — the materials used are difficult and time-consuming to clean (and sometimes impossible).

The larger and newer buildings tend to have the highest occupational running costs. More thought is given to space, light, and design; there is an increased tendency to use air conditioning; and there is more sophisticated equipment around, such as computers. All this requires materials that cost more to repair, clean, and maintain.

In the City of London escalating costs are cramming more and more people into smaller and smaller spaces. People are working longer, lunching and even breakfasting at their desks — all factors which have a significant impact on cleanliness and tidiness.

Yours faithfully,  
A. W. SIBLEY (Chairman),  
SBS City Cleaning,  
21-23 Stepney Green, E1,  
November 3.

### Back to year dot

From Professor S. Pigott, FBA

Sir, Philip Howard ("New Words for Old", November 1) raises a fascinating point — when was the chronological abbreviation "BC" first used?

I have just completed a study of the early antiquaries up to 1800 and find that when they venture into absolute chronology, no one uses "BC". Reckoning is made from the Creation, the year of the world, anno mundi (William Stukeley, *writing between 1724 and 1743*, uses AM).

This date was originally computed in Greek by Eusebius, Bishop of Caesarea, in the third century AD and amended in Latin by St Jerome in the fourth; early modern scholars such as Joseph

having to pay the costs of appeal inquiries if they don't.

Authorities were told by a Department of Environment circular (Planning Policy Guidance Note, no. 1) as recently as January last year that they should generally not interfere in matters of detailed design, especially in an architect-designed scheme. It said "Aesthetics is an extremely subjective matter" and "Planning authorities should not impose their tastes on developers simply because they believe them to be superior."

With the ground cut from beneath their feet in this way, especially the more timid authorities will leave the design of most buildings to their architects and those who commission them. The Government should now respond to public opinion by restoring their teeth to the planning authorities.

Yours faithfully,  
DENNIS HARRISON,  
55 Cerne Abbas,  
The Avenue, Poole, Dorset.

From Mr Terence Mullaly  
Sir, It is sad that a member of the Department of Architecture at Cambridge, Mr Colin St. J. Wilson (November 2), should resuscitate a hoary old untruth about Potemkin villages in order to castigate Prince Charles for his views on architecture.

The slander that Potemkin built sham villages in order to impress Catherine II — and indeed "Potemkinsche Dörfer" became an accepted phrase in German — was due to the Saxon diplomat Helbig. He was an inveterate gossip, and there is not a shred of evidence to support his story.

On the contrary, the Comte de Ségur, the French diplomat, who was a discerning witness, and the Prince de Ligne, the great soldier and courtier, although both at times critical of Potemkin, specifically denied this calumny.

Yours faithfully,  
TERENCE MULLALY,  
Waterside House, Lower Street,  
Pulborough, West Sussex,  
November 2.

Scaliger turned to the problem in the late 16th century.

Archbishop Ussher, in the 1650s, revised the figures again, and his date of 4004 BC, printed in the margin of the Authorized Version of the Bible from 1701, was generally accepted in England, though a scholar in the mid-18th century noted that from 70 to 75 variants were around in his day.

Mr Howard notes the Jewish date; another, that of the Greek Orthodox Church, was used in the AM dating of the Imperial Russian calendar that persisted up to the revolution.

BC must be a 19th-century innovation. I (and I am sure Mr Howard) would be delighted if readers can supply dated examples.

I am, Sir, yours faithfully,  
STUART PIGOTT,  
The Cottage,  
Wantage, Oxfordshire,  
November 2.

Beating the brain

From Mr Vincent Duffy

Sir, Your article on computers playing chess (Technology, November 1) stated, "with chess, the number of moves is relatively limited..."

## Clear policy for congested roads

From Mr G. P. Crow

Sir, In your leader of November 4 you put your finger on the nub of the problem of urban traffic congestion. New roads built in or around very congested cities are almost bound to fill up, just as would a new drain in a waterlogged field. Unlike pipes, however, roads cannot perform at maximum efficiency when the pressure is high, for congestion sets in and capacity is reduced to the point where they appear to be self-defeating.

However, it would be quite wrong to think, as you seem to suggest, that not building roads is necessarily the answer in situations where greater congestion might be generated. Some new roads are urgently required — simply to cater more satisfactorily for the traffic that is important to the economy and general well-being, and also to allow for much-needed environmental improvements, traffic-free precincts, and so on in shopping and residential areas. The thing to do is to make sure they don't congest.

The secret of success in areas where there is a high level of suppressed demand is first, to have more attractive public-transport services; secondly, to control the use of roads generally by selective restraint measures; and then, if necessary, to limit the use of new roads by restricting the number (and possibly the kind) of vehicles that can get on to them at certain times of the day.

What is needed is not less transport planning but better and more effective transport planning, of a kind which really faces up to the realities.

Yours faithfully,  
GEOFFREY CROW,  
Imperial College of Science and Technology,  
Department of Civil Engineering,  
Imperial College Road, SW7,  
November 4.

From Mr M. S. Collins  
Sir, Your leader of November 4 stated that "transport planning may involve thinking the hitherto unthinkable" and went on to suggest, "maybe not building roads where greater congestion would be generated".

It is now exactly 25 years since the Buchanan report introduced the concept of demand management to restrain the optional use of cars in urban areas. In the event, this has not proved to be an acceptable policy. Hence, the only alternative is traffic congestion. However, because we cannot at present predict the total effects of congestion, I submit that our current thinking on transportation investment should be re-examined.

I would suggest a policy of maximum flexibility combined with minimum fixed commitment. This implies a greater emphasis on comprehensive and continuous traffic management, together with a lesser emphasis on highway construction and permanent parking structures in our urban planning.

Yours faithfully,  
M. S. COLLINS,  
40 Greensway,  
Eaton, Norwich, Norfolk,  
November 4.

### Role of the Church

From Mr George Thomas

Sir, Clifford Longley states (article, October 22) that the churches have contributed to the view that the nation should be able to look to Parliament for every variety of leadership — moral, political, social, even spiritual — Parliament being the supreme and representative body of the community in all its aspects. Such a vision is a myth.

Why are the churches so anxious to thrust a role on Government which should so obviously be their own? There is a limit to what Government can alone achieve. A society in which the Government are responsible for their moral commitments to their fellows, thereby relieving themselves of any individual responsibility, will not succeed practically or spiritually.

Souls will not be saved by explaining at the gate that they voted for moral governments every four years or so and so felt nothing more was required of them.

Yours faithfully,  
GEORGE THOMAS,  
17 Campden Hill Square, W8.

### A pinch of salt

From Mr F. M. F. Walker

Sir, What constitutes an "additive" in these ecological days? During the course of this week I have been urged to buy reproduction papyrus wherein I am assured that the basic writing material is made using "pure Nile water". Did they mean "untreated Nile water"? If so, I find the mystique to be severely diminished.

Similarly, a commercial wholefood recipe for pitta bread recommends the use of sea salt since "sea salt has no additives". A bold claim, I feel. The Almighty for many years now has arranged that sea water shall contain small amounts of virtually every known element, including the heavy metals.

To answer St Matthew's question, the salt may have lost its savour, but with hype it can still command a premium.

Yours faithfully,  
F. M. F. WALKER,  
7 Cassiobury Park Avenue,  
Watford, Hertfordshire,  
November 2.











## THE ARTS

## TELEVISION

## Clear a gangway

It is now a little over a year since Granada's *World In Action* screened one of the more shocking scenes in recent television memory. A member of the Japanese Yakuza forced his way through a throng of reporters and cameramen in order to break into a flat and earn his daily yen, i.e. murder the occupant. This was all duly recorded, although ITV chose to show an edited version.

Lacking any such gruesome footage, last night's report from the same stable, on the international brotherhood of Triads, had to make do with a reconstructed "before" followed by still "after" photographs. The result was the same for the victim, although perhaps not for the viewer, for whom much of the programme strayed perilously close to the celebrated *Monty Python* sketch about the Piranha brothers' reign of terror.

In the course of a Triad initiation ceremony, we learned that the gang's most feared officer is known as the Red Pope. "His job," noted the dead-pan voice-over, "is to kill people." Nasty work if you can get it.

In their native Hong Kong, the Triads are glorified by a local school of gangster movie-making, which in turn prompts the authorities to issue television commercials urging impressionable youth to seek alternative careers advice. This must itself be seen as an admission of defeat, for if joining the gangs leads inevitably to go (as the commercials claim), why are there any Triad members left in business?

The truth is that so much of the colony's business — from buses to building sites — is now at least partly in Triad hands that if the gangs were exterminated tomorrow, the economy would very likely go into a flat spin. As with *Mafia* and the Mafia, it seems depressingly clear that only totalitarian governments have a real hope against organized crime.

When 1997 rolls around, the Triads may find the climate more congenial elsewhere. Soho and Manhattan, even Glasgow, have already felt the effects.

Martin Cropper

John Russell Taylor on current London exhibitions which reveal something of the working practices of three great painters

## Methods behind the mastery

## GALLERIES

**Rembrandt: Art in the Making**  
National Gallery

**Rubens**  
Courtauld Institute Galleries

**A Nest of Nightingales**  
Dulwich Picture Gallery

Only a few years ago, any exhibition which set out to elucidate the processes of art would automatically have been assumed to be a highly specialized operation, designed for those few, whoever they might be, who were in search of art education. But, now that art is news for the mass public to a degree that it has never been before, matters have changed dramatically. With endless sensations about record prices achieved, masterworks stolen and forgeries unmasked, it is perfectly natural that laymen should be interested in just how the masters achieved their effects, and how one might determine whether a specific effect was achieved by the specific master credited with it: it is all rather like following racing form.

Hence, in its centenary year, the National Gallery's quite technical show *Rembrandt: Art in the Making* (until January 17) comes to us through the sponsorship of Esso and is clearly designed to attract a wide, non-specialist public, who will be expected to read a good proportion of the intricate explanations on the gallery walls. If not to last out on the even more scholarly catalogue (£9.95). The media have obliged by making the findings embodied in the show seem even more sensational than they are on the spot: two Rembrandts in the national collection were exposed as fakes, the television newscasters announced portentously, and it took a critic to point out that at worst we were dealing with possible misattribution rather than outright fraud.

The show is not sensational in that way at all, and the catalogue expresses slight reservations about only one of the alleged fakes, the smaller portrait of Margaretta de Geer, and then entirely on technical grounds to do with the handling of the paint as revealed by laboratory investigation. (Even so, the authors accept the



Wonderful in its own right: Rubens's drawing, in pen and ink, point of brush and wash over chalk, for "The Calmness of Apelles"

possibility that the picture might represent a deliberate technical experiment on Rembrandt's part.) But, with any luck, a hint of skulduggery will send many more visitors than might otherwise have been expected, and they should find the show quite fascinating.

It includes 20 paintings generally supposed to be by Rembrandt, 19 of them from the National Gallery's own collection. (The twentieth is "Judas and the Thirty Pieces of Silver", from an unnamed private collection.) Among them are several which are as reliably Rembrandt and as fine as anything in the world. There are also a handful of very minor works, the attribution of which (unless they were put up for sale) is neither here nor there. And

in each case a mass of additional documentation has been put together: preparatory drawings, related prints, X-radiographs, infra-red photographs and giant magnifications of paint samples, to show how the final effect has been built up through layers and layers of paint.

Anyone visiting the show will emerge with a much clearer idea of just how the technical side of art scholarship works. If he finds a supposed Rembrandt unrecognized in a country sale he will probably be considerably more wary. And, in a curious way, all this rather chilling technical data does not put one off the pictures themselves. The drama of "Belshazzar's Feast" is if anything enhanced by knowledge of how Rembrandt built up his

effects and, in a couple of instances, changed his mind. The fact that the signature on the portrait of Hendrickje Stoffels is possibly not in Rembrandt's own hand does not in any way lessen the power of the broad, almost Impressionist handling of paint, which could hardly be by anyone else.

And finally we are driven back to a basic appreciation of the need for connoisseurship, humanly fallible though it is bound to be. The tests can prove that something is wrong, but finally they cannot prove that it is right: only a trained eye can produce convincing evidence of that.

If the National Gallery has one of the best collections of Rembrandt in the world, the Courtauld Institute is also

doing pretty well in its representation of Rubens. This comes from a bequest 10 years ago by Count Antoine Seifer, and means that there are available for showing in the Institute's galleries, until January 8, eight important oil sketches, newly cleaned and restored, and more than 30 drawings by Rubens himself, as well as a number associated with him, by pupils or after lost works or preparatory to engravings.

Here the insight into a master's working methods is achieved by less obviously technological means than at the National Gallery, but it is riveting nevertheless: we can see how ideas for pictures originated and were elaborated, and we can observe something of the way that the factory side of Rubens's production operated. While the oil sketches, for decorative schemes for the Jesuit Church in Antwerp and for Philip IV of Spain, are of perhaps mainly scholarly interest, some of the drawings are wonderful in their own right.

This year's celebrations of Gainsborough's bicentenary (of his death, that is) have been rather too scattered to register very strongly, especially after the Tate's big Gainsborough show a few years ago and its enormous success in Paris afterwards. But there have been five shows up and down the country, two of them in London: the summer show at Kenwood and A Nest of Nightingales, which is at Dulwich Picture Gallery until December 30. This too has its technical aspects, with the paraphernalia of X-rays and micro-sections applied to the key picture in the show, "The Linley Sisters" of 1771/72. But otherwise all is left to old-fashioned connoisseurship and even more old-fashioned enjoyment.

The nest of nightingales in question was the Linley family of Bath, best remembered because of their connection with Sheridan: one of them wrote the music for *The Duenna*, and another eloped with him. Gainsborough knew them all, and painted several members of the family apart from the two musical sisters. Perhaps the most striking picture is the wistful late portrait of Mrs Richard Brinsley Sheridan, which would seem to imply that elopement does not necessarily end happily ever after.

And why is this at Dulwich, specifically? Because one of the Linley boys, Orzes, became a well-known master at Dulwich College, his eccentricities chronicled by many in word and picture, including here J.C. Horsley's amusing "Old Time Tutor at Dulwich College" (1823), which shows him holding class from his bed to obviate the necessity of rising early.

ALLAN TITMUS

## Welcome power and attack

LPO/Solti  
Festival Hall

This was what we had been waiting for. The vigour and the intensity of Sir Georg Solti's Barokk were on Sunday night conveyed without the problems of ensemble that had been a worry in the first concert of the series. Only in the first movement of the Second Piano Concerto were the London Philharmonics a bit adrift at times: they were right on target for the presto inserted in the slow movement (where high speed and weightlessness gave the music a manic unreality quite apt for a momentarily speeded-up adagio) and for the finale.

Andras Schiff's special clarity as a Bach player was very much to

the point, as was the straining interpenetration of rhythm and sound that he seemed to pick up from Solti. Meanwhile that same quality in the orchestra reminded one that Barokk in his most classical period was still the composer of *The Miraculous Mandarin*, which Solti attacks in his next concert. If he can persuade the LPO woodwind to come forward a little more to meet the splendid brass, that should be quite an occasion.

In the *Two Portraits* Solti's high change in the second and Lydia Mordkovich's nostalgic solo violin playing in the first perhaps overdid the contrast, in particular making the second piece appear too short. But the Divertimento, with a big yet limber string ensemble founded on five desks of

basses, was stronger than I have heard it before, challenging the Music for Strings, and the concert ended with a powerful performance of the rare *Cantata Profana*.

One reason for its rarity is the difficulty and of course the language of the choral music, but in both respects the London Philharmonic Choir were excellently prepared, showing necessary energy in the tenor section. The solo tenor, too, needs to sing out fearlessly with the voice of the wild, and Justin Lavender gave a brave account of the part. Neil Howlett was the appropriately more lyrical, human baritone in a performance that confidently established the work's dark vital centrality to Barokk.

Paul Griffiths

## Poignant salute

**Songmakers' Almanac**  
Queen Elizabeth Hall

Few, indeed, carried their looks or their truth to the grave. Housman's salute to the truncated youth of the First World War generation took on new poignancy in Sunday's most cunningly planned second concert of the Armistice Festival.

"Cradle to Trench" was the name of the programme devised by Tim Cross and Graham Johnson. All the spoken word (read by James Wilby) was by writers who did not survive the War; the songs, ranging from the esoteric to the mawkish, plied their way in and out of the speech, sometimes anticipating, sometimes casting long shadows of irony.

The first half was so oblique, at times so rarefied as to make the listeners almost sympathize with the words of the American versifier, Joyce Kilmer, who scorned those "little poets mincing their words with women's heart and women's

hair!" Despite the excitement of the opening song, "In Heimat", by Rudi Stephan, a sparely and beautifully crafted Schoenbergian piece, the audience was slow to warm to the R.L. Stevenson settings by the little known Hungarian composer Aladár Radó, or the wandering Neruda settings of the Czech Jaroslav Novotný.

With the moving evening reflections of the American poet, Alan Seeger, hanging in the air of the introduction to one of Butterworth's Folk Songs of Sussex, the audience were at last drawn in. Adrian Thompson sang this and the Poulenc/Appollinaire "Bleuer" with a sensitivity matched only by Graham Johnson's finely drawn accompanying. Anne Howells caught exactly the shell-shocked numbness of their "Mutation", and Richard Jackson sang both Butterworth and Poulenc with passionate and stylish articulation. After Appollinaire's last words and Gurney's "Lights Out", the rest was silence.

Hilary Finch

## CONCERTS

**Philharmonia/  
Menuhin/  
Rozhdestvensky**  
Festival Hall

It is a familiar tale of musical history that Enrique Granados met an untimely end when the boat he was travelling in during the First World War was torpedoed. What is not so well known is that he and his wife were sailing back from New York, where his new opera *Goyescas* had just opened at the Met, and that they drowned partly because they were weighed down by the gold sewn into their coat-linings.

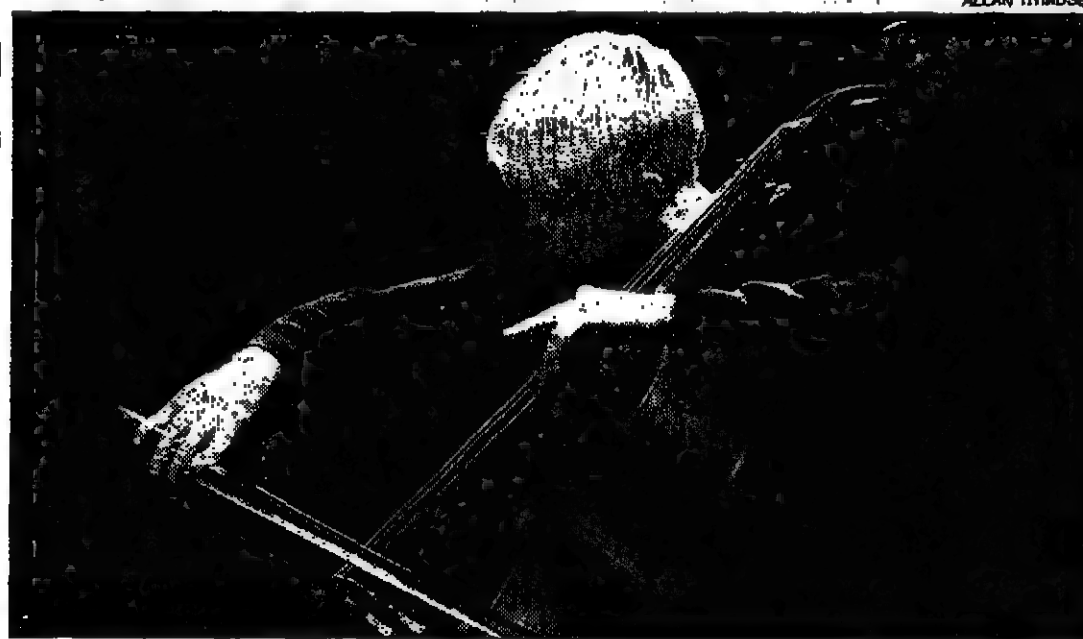
The opera *Goyescas*, receiving its UK premiere on Saturday night, proves the music to be, rather surprisingly, quintessentially vocal in expression. It is also imaginatively scored, and Gennadi Rozhdestvensky with the Philharmonia and their chorus brought out all its Mediterranean colour and warmth.

Occasionally sub-Pocchian textures concealed the vocal lines, but when Jill Gomez as a sensual, affecting Rosario was able to float free, as in her garden love song (based on the famous lady-and-nightingale number), the effect was enchanting.

Thomas Balle was equally ardent as her lover Fernando, and there was strong support from Enrique Baquerizo as the statutory torreador rival and Brigitte Desnoes, the latter's own sweetheart. No doubt we will continue to love and admire the original piano version, but it can never be the same again.

Before the interval came another British premiere — Albin Magard's Fourth Symphony — conducted by Sir Yehudi Menuhin. Magard was a late Romantic of the Franck/Debussy school, but the symphony is shorter on strongly characterized ideas than is their music. Changing suitably along, it is not until the finale that the scraps of ideas begin to cohere into anything very memorable.

Barry Millington



Post-modernist proves her point: Cellist Joan Jeanrenaud of the Kronos Quartet has virtuosity, wit, vitality

## Oh to be in Manhattan

**Kronos Quartet/  
Naked City**  
Royalty

Sunday night's concert by the Kronos Quartet and John Zorn's Naked City was good enough to make anyone ache for the excitement of Manhattan, for a spirit that mixes the intellectual capacity to push the envelope with the sheer desire to get out there and do it for real.

A string quartet for the post-modern age sounds like a dinner-table dream. David Harrington, Hank Dutt, John Sherba and Joan Jeanrenaud went out and did it, becoming one of the key ensembles of the Eighties. From the audience's point of view, they are a sort of reward for the development of good listening habits.

Following their triumph with Steve Reich's "Different Trains" on the South Bank last week, they stayed in London to present a more characteristic repertoire. In half a dozen pieces which ranged

## NEW MUSIC

from the exuberant rhythmic games of Astor Piazzolla's "Four for Tango" through the rustic simplicity of Kevin Volens's "Hunting Gathering" to the desolate landscape of Aarvo Part's "Frates", they displayed unflinching virtuosity, elegance, wit and vitality.

Only in the rather nondescript patterns of Terry Riley's "Half Wolf Dancing Mad in Moonlight" did one feel that they were merely adding a composer's scalp to their belt. No Monk or Hendrix this time, but John Zorn's "Cat o' Nine Tails" burst out of its prevailing mood of exaggerated menace (like a Bernard Herrmann score for an Acid House remake of *Psycho*) with absurd snatches swiped from the Grand Ole Opry or the Palm Court.

In his gleeful willingness to borrow from any source that appeals to him, Zorn may be the only truly modern composer at

work today. To a technique capable of coping with American traditions from Charles Ives to Cecil Taylor, he brings a sensibility open to the influences of film scores, hip-hop and sampling. All these attributes were gloriously displayed in the music of Naked City, which featured the leader on alto saxophone with the guitarist Bill Frisell, the keyboardist Wayne Horvitz, the bassist Fred Frith and the drummer Joey Baron.

Zorn's enthusiasm is matched by his rigour. To hear him bring the focused energy of post-Ramones hardcore rock to bear on Ornette Coleman's "Lonely Woman" (repositioned on the riff from Roy Orbison's "Oh Pretty Woman") and on Ennio Morricone's theme from *Eurotica* (with a guitar solo by Frisell) that was all we dreamed Hendrix might one day be capable of) was to hear someone absorbing the world and making sense of it. The sheer physical force of music was exhilarating, but could not mask the subtlety of its passions.

Richard Williams

## Director designed out of existence by Hockney

**OPERA  
IN ITALY**

**Tristan und Isolde**  
Florence

"David Hockney discovers new spaces — to glorify music and abolish directors." This arresting claim, printed above an Italian magazine interview with the artist-in-exile, turns out to be substantially true — not in the sense that Hockney's designs for *Tristan und Isolde* obviate the

need for a director, but that they make sure his contribution will pass almost unnoticed.

First seen in Los Angeles last year and now on show in Florence, this *Tristan* hangs on the edge of boundless space: the ship's prow in the first acts veers dizzyingly away like a runaway to eternity, the battlements in the third sweep up to a crazy launching pad for souls en route to *ewige Nacht*. The trouble with these virtuoso exercises in perspective is that the performers never get near them: for real theatrical impact the lovers would have to drink the love-potion on the prow and

expire on the edge of the void, but then they would be distant and inaudible. So the unvarying result is a Hockney picture with figures clustered in the foreground.

The first two acts are a sensual riot of pinks and violets, and constant subtle shifts of colour and illumination create some beautiful images, particularly in the last act, when the sun's arc is calibrated by Tristan's suffering for the last time. But elsewhere the use of lighting, although dramatically motivated, contrives to undermine the music — it is high noon long before the love duet is interrupted, and the sudden dawn

after a crepuscular *Liebestod* cannot but seem perfunctory.

Jonathan Miller attempted to direct this *Tristan* in Los Angeles but he evidently did not enjoy being abolished — he disagreed with Hockney and failed to come to Florence. The circumscribed action, now credited to Jeannette Aster, is mostly clear and conventional.

Lisbeth Balsev, a splendid Isolde, her bright vibrant soprano encompassing the role's huge demands right to the last note of an ecstatic *Liebestod*. She is also a fine, actress — even when im-

mobile, she registers every emotion in her lean, tense figure. Unfortunately the total effect of this performance, together with Matthias Holle's imposing King Mark and Nadine Denize's stalwart Brangäne, is greatly weakened by Wolfgang Fassler's raucous and unpoetic Tristan.

Gustav Kuhn gets excellent playing from the Maggio Orchestra in an urgent, full-blooded interpretation — no ethereal passions here — and maintains an admirable balance between stage and pit.

Nigel Jamieson

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# FASHION by Liz Smith

## A good dressing-down

What does the high-powered career woman slip into when she gets home after a fraught day? Certainly not a tracksuit and plimsolls

W aiting an aura of power and Arpège around her, she steps out of the house in the morning dressed the part. One of the new breed of working women, designers have been determinedly pursuing her with clothes in which she can chair a meeting, clinch a contract or lunch with clients. But when she closes the front door behind her at the end of the day, what does she slip into?

No-stress dressing, that "something loose" that is neither gardening jeans nor a negligée, is as vital for today's busy woman as her working wardrobe. The few I button-holed on the subject acknowledged that an essential part of unwinding at the end of a non-stop day is to change into something comfortable.

High heels are exchanged for low. The short skirt that provides a snappy, business-like feel for the day is often swapped for something longer and softer. Leggings or loose trousers, easy pull-on tunics and sweaters or tiny wrap-over ballerina tops are the sort of pieces that go on when working clothes come off.

Manufacturers who provide sophisticated women with simple styles in soothing, comfortable cloth have cornered a valuable slice of the market. Classic knitwear companies, such as Pringle and Ballantyne, which ease necklines on their simple sweaters, stretch them into elegant tunics and supply easy-waisted skirts and trousers to match, do well. For an equally relaxed style, Lady Besley's Image d'Or collection of loose wool and silk shirts and dresses based on authentic jellabas and caftans is perfect.

Jean Muir long ago worked out the perfect trousers — comfortable at the waist and flatteringly cut. She wears them in flannel or crepe with a jersey top in London, in tartan with a cashmere sweater in the country.

"I always change into something comfortable as soon as I get home, and then I take the dogs for a walk." Interior designer Tricia Guild, voicing the need echoed by other busy women, adds untypically that she often gets dressed up again later in the evening to join her husband, Richard Polo, at his Covent Garden restaurants. Her style never wavers however, even in *déshabillé*. One of the dozen loose white cotton robes made for her in Morocco invariably accompanies her on business trips.

One might suppose from her regular appearances in the press partying in one slinky sequin number after another that Susannah Constantine, public relations manager for the designer Alistair Blair, rarely spends a cosy evening in her flat.

"Not so," she insists. "At least twice a week you would find me cooking supper in sweatshirt or sweater worn with leggings."



Right: Susannah Constantine in an Alistair Blair purple cashmere tunic (Alistair Blair for McGeorge knitwear, available January); leggings, £19.99, Miss Selfridge. Make-up: Debbie Burn. Hair: Peter Kenny for Gavin Hodge. Photographs by Terry O'Neill



Top: Tricia Guild of Designers Guild in Romeo Gigli gold cotton blouse, £215; brocade trousers, £150; suede shoes, £185; Browns, South Molton Street, W1. Above: Linda Hanson, managing director, Chase Investment Bank, in black/cream silk tunic, £175; satin trousers, £125; Image d'Or, Pond Place, SW3. Hair/make-up: Judith Pellan. Photograph: Henry Bourne

Linda Hanson, managing director of Chase Investment Bank, changes pace by kicking off her shoes and slipping on one of several loose robes picked up on her business travels. "At the end of the day I do not want to have to worry about accessories, or if the cuff of my sleeve is trailing in the spaghetti," she says. Her Omani cream-embroidered jellaba or "dish-dash", red-and-gold embroidered caftan, and batik robes from the Philippines and Malaysia reflect the style she adopts when she gets home.

Lindy Woodhead, non-executive director of Harvey Nichols and head of her own public relations company, has evolved three comfortable outfits from the double-jersey separates by American knitwear designer Adrienne Vittadini (available at Harvey Nichols, of course). "Americans do those sort of easy clothes so well. It is my version of the tracksuit," Woodhead says.

## After-hours spree

Fashion's current fling with sarapes and shawls tossed over everything from a swing coat to a sequined bustier means business is brisk in the scarf department of every store, writes Liz Smith.

Liberty, where the scarf has been the essence of its unique style, is prepared for the invasion of fashion-conscious shoppers for whom a fringed Varuna Wool shawl, a tasselled "designer" square or a chiffon muffler will be the

chicest Christmas present.

On November 29 and December 6, between 6.30pm and 8.30pm, readers of *The Times* can toss around a scarf or two during an exclusive shopping spree in Liberty stores nationwide. In the Regent Street store in London, experts, including Liz Smith, will be on hand to advise on knots and twists; in all the stores a Liberty Varuna Wool shawl is one of the prizes in the free draw. Guests will be greeted

with a glass of wine and a gift, and every purchase of £50 or over earns a £5 gift voucher.

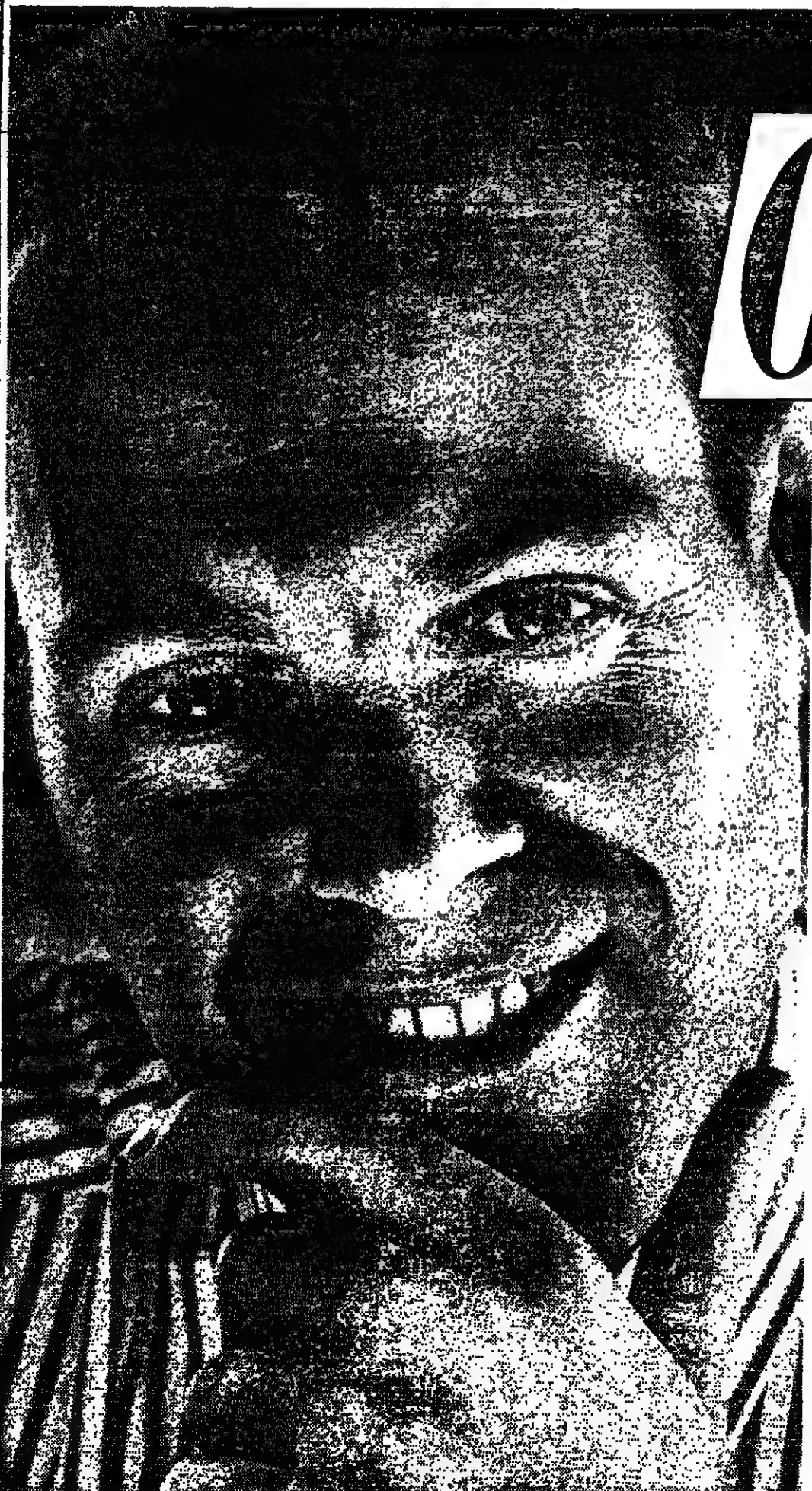
To apply for tickets to *The Times*/Liberty Shopping Evening, complete the coupon below, stating the branch you wish to visit and ticking the box for the evening on which you prefer to attend. Tickets are limited to one per application, and admit two. Cut out your completed coupon and send it to: *The Times* at Liberty, PO Box 175, Carshalton, Surrey SM5 2WA to arrive no later than Tuesday, November 22. We will try to issue invitations for the evening of your preference, but reserve the right to allocate another date if maximum numbers are reached.

The shopping evenings will be held at the following Liberty stores: New Bond Street, Bath; Trinity Street, Cambridge; Burgess, Canterbury; The Pinnacles, Cheltenham; Bridge Street, Chester; George Street, Edinburgh; Buchanan Street, Glasgow; Market Street, Guildford; Church Street, Kingston-Upon-Thames; King Street, Manchester; London Street, Norwich; High Street, Oxford; Regent Street, London; Catherine Street, Salisbury; and Deansgate, York.

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# Industry downturn blamed for GT Management slip

By Carol Ferguson

GT Management, the international fund management and unit trust group, revealed a sharp drop in half-time pre-tax profits to £2.7 million, compared with £8.5 million previously.

The company said the poor performance was the direct result of the harsher environment in the financial services industry.

Funds under management declined from £3.6 billion to £3.2 billion, caused by the loss of a leading fund to the client's in-house management. Net redemptions of unit trusts were not material, and were offset by an increase in the value of the funds under management.

Turnover slipped from £25.4 million in the first half of last year to £16.1 million,

on the reduction in the value of funds under management and the loss of the box profits due to changes in the unit trust regulations. Box profits were the gains made by unit trust managers out of their stock of newly-created units during a rising market.

Mr David Fitzwilliam-Lay, the chief executive, said there had been an attack on costs, including a £400,000 pension fund holiday, a 5 per cent reduction in staff, and a cut in the salaries of senior management. "We are looking at further cost-cutting, but the level of servicing we need to give the institutions is high."

He said that the business was now on an even keel, but said that unlike the first half, when there were three months of box profits, there would be

no box profits in the second half. "There are many uncertainties around the corner, including the market level, and it would be unwise to make projections at this stage."

Mr Fitzwilliam-Lay said that GT was continuing to attract funds from Japanese sources, and these funds now amounted to 20 per cent of the group's funds under management. "There are good prospects for an increase in funds under management from Japanese clients," he said.

Mr Tom Griffin, GT's chairman, said that Britain had become much more difficult due to lack of growth in unit trust business and reduced profitability, after the changes in dealing regulation imposed in July. However, he added that the investment

performance of GT's trusts had been good. "The most recent figures available for the year to October 26 show all but two of our authorized UK unit trusts in the first or second quartile of their sectors."

In the US, where the group launched its mutual funds in the middle of 1987, a few months before the October crash, no contribution to profits is expected until 1989.

Mr Griffin said: "The group's strategy during this period of depressed financial markets has been to continue our stated course of business development in Japan, the US and Europe, while at the same time seeking to reduce the costs of doing so."

The interim dividend of 1.25p net was unchanged.

## Danes buy into second UK airline

AP Moller, the Danish industrial conglomerate, yesterday bought into a second British airline within three days.

On Friday, it took a 40 per cent stake in Plimsoll Line, owners of Brymon Airways. Yesterday, Plimsoll Line bought out the entire shares of Birmingham Executive Airways for £1.9 million.

Birmingham Executive, which lost £790,000 in the last financial year, has 10 European scheduled service licences to seven main destinations.

**Advisers hired**

Brent Walker, the leisure group, has hired more financial advisers in a bid to raise its City profile. James Capel is appointed joint broker with Citicorp Securities, and Peat Marwick McLintock is appointed joint auditor with Leigh Carr, the existing firm.

## Unilever deal

Unilever, through its US subsidiary, has bought Pennant Products, the privately-owned speciality bakery products manufacturer of Rochester, New York. Price was not disclosed.

## US purchase

BTP, the specialist chemicals group, has made its second purchase in the US with the \$2 million (£1.1 million) acquisition of XL Corporation's chemical division, of Calhoun, Georgia.

## ICI venture

ICI is to spend £30 million in a further joint venture with the China Petrochemical Development Corporation, doubling the capacity of their existing plant in Taiwan.

## Bid cleared

The Department of Trade and Industry has cleared the £70.7 million agreed bid by Tiphook for Remco International, which created Europe's largest trailer leasing company.

## Shares move

Mountleith Group has bought 12.29 million of its own shares at 167.5p each, while J Rothschild Holdings bought a total of 2.45 million of its own shares at 155p and 155p each.

## Bardon sells

Bardon, the quarrying and building products concern, has sold Steer Hire, its plant and tool hire operation, for a reported £8 million to BET Plant Services.

## Era rejects

Era Group, the specialist retailer, has announced and rejected a takeover approach from an unnamed suitor.

## COMMENT David Brewerton

# No need to take heed of the jingo-janglers

Stand up, Sir Hector Laing, and take a bow — not for splitting the vote at the Confederation of British Industry, but for raising once again the question of merger policy.

It is too easy to whip up a jingoistic frenzy against foreign takeovers of British companies. It happened when Nestlé bid for Rowntree and it is happening again in the case of Scottish & Newcastle Breweries and its defence against Elders IXL.

The jingoistic card has wide appeal. It can be played by the far left and the far right with equal conviction. It can be played by the dedicated internationalist, hoping to drive other countries to be as open as Britain by suggesting that without "reciprocity" there can be no future for cross-border takeovers, and it can be played just as convincingly by the arch-protectionist hoping to build an impenetrable ring fence around our national possessions.

From the union meeting to the board meeting, "hands off" can be used with devastating effect. It passes off ambitious corporations as national enemies, a sham rekindling of the Dunkirk spirit.

Sir Hector has made his position on foreign takeovers abundantly clear, from platforms as diverse as the columns of *The Times* to the annual meeting of the CBI. He wants to stop the process which he says has delivered 20 per cent of British manufacturing output into foreign hands. But he recognizes, beneath his colourful and entertaining delivery, that the process will not be stopped by a Monopolies Commission ring fence —

at any rate, not under this Government.

The real debate should be about allowing British companies to build themselves, by domestic mergers if necessary, into world-scale corporations. Merger policy is disastrously domestic, and is preventing some of our best companies from getting bigger, except by expanding overseas. Scottish & Newcastle, for instance, would be unlikely to be allowed to bid for any but the smallest British brewer, and none of the majors, such as Bass, would be given a green light to bid. (Guinness, by the way, is an interesting possibility which should not be dismissed out of hand. Guinness has looked hard at S&N, although whether it would be willing to tangle with the Scottish lobby after the Distillers affair is another matter.)

If Rowntree had thought it could have merged with Cadbury Schweppes, for instance, or even Sir Hector's United Biscuits, the decisions might now still be taken in York rather than Switzerland. Lord Young is well aware of the problem, and made reference to it in his speech last week. He said that all too often, claims that domestic mergers would enable UK companies to compete more effectively overseas had not been borne out by events.

Sir Hector is demanding something more thoughtful than that. As 1992 moves closer to reality, merger policy will have to adapt, and it is better that the issue be debated sooner than later. But Lord Young has no need to listen to the jingo-janglers.

## TV picture is still fuzzy

The market dislikes nothing so much as uncertainty. But in the case of the independent television industry, with its fixed-term licences and infinitely adjustable levies of various sorts, uncertainty was always a feature. Yesterday's White Paper is unlikely to do much to dispel it.

Under the proposed new regime, the licence will still be a wasting asset, but with a 10-year life rather than eight, renewable for a further 10 years rather than four. The licences will be awarded to the highest bidder who passes the Government's quality threshold of being able to meet the programming requirements, and passes the yet-to-be determined ownership tests.

On renewal, there will be a fee based on advertising, subscription and sponsorship revenues. In addition, the Government plans a progressive advertising levy to replace the ITV levy.

Clearly, the Government is bent on pruning out for its own use much more of the TV companies' cash flow than it has hitherto. They are flush with cash — at

their latest financial year-ends, HTV had £11.2 million, Central £14.6 million and Anglia £18.2 million, to name but three — and by the time the bids have to be lodged for the new licences they will have accumulated even more.

On the plus side for the shareholders, it is likely that the TV companies will no longer be bid-proof, although there will be limits on the concentration of ownership of the media. In addition, it would be a very unlucky TV contractor indeed who did not succeed in winning a licence of some sort with so many new franchises planned. Aside from the new fifth channel, there will be separate licences for night-time on both ITV and one of the BBC channels.

It is likely that television will no longer be the "licence to print money" that it once was. But with so much new air-time planned, not forgetting satellite and cable television, perhaps an investment in the independent programme makers would be a better bet than the TV companies.

## Guinness to be listed in Paris

By Lawrence Lever

Guinness, the drinks group, is seeking a listing on the Paris bourse, ostensibly as part of a plan to encourage overseas institutional interest in its shares.

A Guinness spokesman yesterday declined to say whether the Paris listing was a prelude to new corporate activity by Guinness in France. Guinness and its partner, Financière Agache, already own 33.4 per cent of LVMH, the French luxury goods and drinks group.

Mr Anthony Tennant, group chief executive of Guinness, said the Paris listing "further demonstrates our commitment to France". Guinness has an ADR facility in the US and is listed on the Dublin Stock Exchange.

Guinness has purchased a further 700,000 of its own shares for 340p each. This brings the total purchases by Guinness to 31.7 million shares.

## FII-Fyffes expands in £15m deal

By Graham Searjeant

FII-Fyffes, the Dublin-based fruit trader at the centre of the bid battle for Irish Distillers Group, is expanding its British fruit and vegetable trading and moving into retail grocery in a £14.8 million deal.

It is buying Rowe & Co, a large wholesale and distribution business covering the South of England and South Wales.

Rowe, which is being bought from Rowe & Co (Cornwall) Holdings, made profits of £1.4 million on sales of £87 million in the year to end-March, after adjusting for part of the business being retained by the present owners.

As part of the deal, FII is also buying the loss-making Gerrards chain of 125 green-grocers shops in southern England.

It is paying in unquoted convertible preference shares, new ordinary shares, loan stock and £4.8 million cash.



Bearer of bad tidings: David Alliance, who gave warning of lower sales yesterday

## N Brown hit by post strike

By Martin Waller

N Brown Group, the mail order business 60 per cent owned by Mr David Alliance, chief executive of Coats Viyella, and his family interests, saw pre-tax profits reduced from £4.87 million to £4.70 million in the first half to September 3.

But the real bad news came after that with the postal strike in September, Mr Alliance, the chairman, said.

This coincided with the launch of the company's autumn and winter catalogues and led to a significant loss of sales, which were likely to be lower in the second half than in the same period last year.

The interim dividend was held at 1.5p. The profits warning saw the shares drop by 19p to 183p.

Mr Alan Dean, the chief executive, estimated that the strike could have cost the company as much as £12 million in sales and more than £5 million in lost profits.

As a result it had taken the contract for its parcels distribution business, which accounts for 30 per cent of

output in volume terms and 50 per cent in value, away from the Post Office and placed it with the distribution network of another mail order firm.

N Brown is negotiating for compensation for the loss of profits.

This is most likely to take the form of preferential rates on the business left with the Post Office.

The first half saw some effects of the strike, with orders falling off when the threat of postal disruption emerged.

But most of the damage came from a relatively poor market for clothing, which cost an estimated £1.5 million, and £500,000 in reorganization costs.

The mail order side saw sales up 22 per cent at £47.2 million but profits £100,000 lower at £3.8 million. Of the rest of the group, Morris & Turnbull, the financial services side, was hit by weak equity markets its performance balanced by Dunlop Heywood, the commercial property business, which saw strong growth in demand.

## \$33m cable deal for Delta

By Our City Staff

Delta, the engineering and industrial services group, is buying FL Surprenant, the US specialist high-technology cable-maker, from FL Industries, its parent, for \$33 million cash (£18.6 million).

Surprenant, whose cables are used in the defence, energy and transport industries, has annual sales of more than \$40 million. In 1987, the company made a pre-tax profit of \$4.1

million. The acquisition fits in with Delta's aim to develop its capability in high-technology cables and to build up its position in North American markets.

In September, Delta said it intended to continue its programme of international acquisitions in its main business areas.

It has now invested about \$65 million in a series of

acquisitions during the past 18 months.

Mr Geoffrey Wilson, Delta's chairman, said Surprenant was an excellent niche business in its own right and its technology could be transferred to strengthen further Delta's position in the European market.

The fair value of Surprenant's assets is about \$24 million.

## Treasures from the Treasury

The plight of the Treasury, which has lost a steady stream of talented young economists to the bright lights and high salaries of the City, has worsened still further. After last week's resignations comes the news that yet another of the Treasury protégés, Paul Davis, has also quit.

Davis, 27, started work as a UK economist with Phillips & Drew, the stockbroker, yesterday. A graduate of the London School of Economics, Davis had been with the Treasury for three years, as a senior economic assistant, briefing ministers on the balance of payments and, prior to that, working on price and wage-rise forecasts. He replaces Mark Brown, also an ex-Treasury man, who has switched from UK economics to specialize in the US, and he will report to Bill Martin, the firm's chief UK economist.

Admitting that he was attracted to the Square Mile by the money and because it was "less hierarchical", Davis confirms that the Treasury is likely to experience a dearth of economic advisers — the next grade up — if senior economic assistants continue to leave at their present rate. "It is already causing problems," he says. "They are having to transfer people across from other departments or academia, but, bright though they might be, that is sometimes far from ideal." And with City firms offering at least double Civil Service rates of pay, the flow looks set to continue.

## THE TIMES CITY DIARY

### Magical mystery tourer

Lord Young of Grafton, who is responsible, among other things, for the Monopolies and Mergers Commission, might be even keener to acquire the car registration number MMC 66 attached to a white Jaguar and spotted by a reader the other day, once he knows what it stands for. Its owner is Leonard Jarrad, the senior partner of Hillier Parker, one

of the largest independent firms of chartered surveyors in Britain. Jarrad, who has had a white Jaguar for as long as he can remember, bought the number plate some 10 years ago, "as soon as he became a member of the Magic Circle," a spokesman tells me. "I'm sure that Lord Young feels, at times, as if he is expected to do the same..."

### Wig and pun

"The general public often sees lawyers as stuffy and boring." So says Tim Piper of West End solicitors Brecher & Co. And Brecher is determined to do something about it. To that end it is organizing the first National Legal Humour Awards. Entrants do not have to

be in the legal profession themselves, but their offerings must provide examples of legal wit recently encountered. The first prize is a Mediterranean holiday for two. Piper claims that: "The legal profession has for years been a source of sophisticated wit and humour. I believe that by organizing this award, we will encourage the public to see lawyers as human beings." Is that his entry or is he serious?

### Banns aye

Meidensha, a Japanese manufacturer of electrical machinery, may have started a new trend in perks. If you are a Meidensha employee posted overseas, single and of marriageable age, you enjoy seven additional days holiday and a round-trip ticket to Japan. The object of the exercise is matrimony. For Meidensha is paying the way home for *miai*, the traditional Japanese meeting for arranged marriages.

## Food for thought

Thrusting, hard-nosed business ethics have dominated the Confederation of British Industry Conference in Torquay. But there have also been one or two voices of conscience. Michael Walker, chairman of the Sidlaw Group, is one such voice.

During a debate on human resources management, he told the meeting of his concern about the growing "greed at the top" of British companies. This did not mean being ashamed of higher rewards for higher performance, he said, but of inexcusably high packages of rewards for undeserving executives, some of which had hit the headlines, and which represented nothing but "selfish greed". Walker cited as the worst case — without mentioning names — that of a senior executive who negotiated a free lunch for life as long as he was still able to stagger along to the Savoy Grill. "I can only assume that the company must have wanted to get rid of him very badly," Walker concluded. Methinks Antea Edelmann, the Savoy's chef, might disagree.

● Legendary comic Bob Hope got US bankers to vote early. While entertaining 2,000 of them at a Hawaii convention at the weekend, he asked for a show of hands for today's presidential contenders. He counted only a dozen Dukakis supporters, while they went wild for Bush. It prompted Hope to quip: "Banking — that's Republican."

Carol Leonard

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| 17.00                                   | 17.50 | 15.40  | 16.30 |
| 20.00                                   | 20.50 | 18.40  | 19.30 |

\*Mondays dep. 06.45 arrive 07.25. Other times are Monday-Friday.



## BRITISH MIDLAND



## CBI NATIONAL CONFERENCE '88

# President warns of serious threat posed by increasing labour costs

## Fowler attacks pace of pay rises

The president of the CBI gave warning yesterday that British industry's ability to compete in world markets will be seriously damaged if labour costs rise at the rate predicted by the Chancellor in his autumn statement.

In his opening address at the CBI's annual conference in Torquay, Sir Trevor Holdsworth said industry and commerce everywhere is now exuding a refreshing air of confidence.

However, he said there were three points in the Chancellor's autumn statement which should challenge industry - declining investment, a worsening in unit costs and the continuing substantial trade deficit.

"Over a year ago, after Black Monday, we had such a test and came through it. Maybe the current concerns could be another one."

"Take investment. Manufacturing investment has been growing steadily and this year will reach 18 per cent, its best growth since 1964. But the Chancellor forecast that next year it will drop to only 10 per

cent. We should not let this happen.

"We know that economic growth will not be sustained without investment, investment in people and their training, investment in research and development, investment in design and marketing, investment in tangible production and distribution. And government investment in the infrastructure."

"We must keep up this momentum. We must not let 1987 be just a flash in the pan and a historical record."

He said the CBI must work to continue to reduce the increase in unit labour costs to below the 2½ per cent forecast by the Chancellor.

He said: "If this proves correct it will seriously undermine our ability to compete in world markets."

"Why should we let this happen? It is sometimes suggested to me that British industry is nearing the limit of productivity gains. Nonsense. All managers know that there is no such thing as an end to efficiency improvements."

"We know that nationally there is still a substantial gap

between us and some other major competitor countries like Germany and the United States."

He said that associated with this is the growth of earnings, on which industry has been criticized.

"If we make sure that such growth is fully covered by gains in productivity then no one can be critical."

On the trade gap, he said that it is not the lack of exports, but the surge in imports which is causing problems.

"Could we not begin to see this as a market opportunity and try to eat into the import surge with home-made products?"

"Investment in increased capacity and in new products to meet both the import market and the single European market must be a strategy for some of us to follow."

"There is nothing better than making other people's forecasts go wrong. The Chancellor has recently been wrong in his forecasts. I am sure that he would be glad to wrong again."



Looking for moderation in earnings growth: Norman Fowler

# Government told to avoid confrontation over taxation policy in run-up to 1992

The Government was told by industrialists to beware of adopting too confrontational an approach in negotiations with its European Economic Community partners as 1992 approached, particularly over the controversial issues of fiscal harmonization and VAT.

In addition Lord Plumb, president of the European Parliament and former leader of the Conservative group there, re-echoed his opinion that the time was ripe and right for sterling to join the exchange rate mechanism.

The advantages of that, he said, were all too obvious to traders.

● The EEC is not, will not and must not be a protectionist community: no fortress Europe is envisaged. ●

The case for the removal of internal EEC barriers in 1992 and building a more competitive Europe, the main theme of the conference, was overwhelming. He said the trend was away from bureaucracy and red tape towards freer trade and deregulation. The EEC, he said, was not and must not be a protectionist community: no fortress Europe was envisaged.

The momentum was there and he believed in tackling problems in a practical and pragmatic way. He did not believe in shooting at imaginary targets, sitting at a table and chasing after unrealistic objectives. Most businessmen were streets ahead of the politicians on 1992.

Mrs Thatcher has recently voiced repeated opposition to British entry to the EMS and to a common currency but Lord Plumb said that as exchange rates become more stable, so the rule of a common currency would steadily become more obvious. This might involve further roles for the European currency unit or eventually a common currency.

The EEC used to be a theoretical concept but soon a common currency would become concrete and inevitable and when it came, he explained, it would appear to be

a logical and necessary development and not just the product of an airy-fairy vision.

The sovereignty issue was not just about losses but about the balance between losses and gains. Over the Community, the gains had far outweighed the losses and he believed that would continue to be the case.

Desirable progress need not be at the expense of national or regional identity. The Act of Union no more made the Scots into English than the development of a Community would result in some sort of identikit European personality. Government and industry would get nowhere if they pretended to ignore developments at the European level.

Three resolutions on 1992 were carried. The conference was convinced that, in spite of the remaining problems, the single European market would be substantially complete by 1992, and it called on British business to prepare itself to meet the increased competition and take full advantage of the opportunities. The conference believed that completion of the single market made a one-stop competition authority essential, in spite of the loss of national control.

Conference called upon the EEC to use its additional negotiating leverage to obtain reciprocal benefits, especially in the context of the new Gatt round.

Mr Robert Brooke marketing director of Price Waterhouse, said British objections to the approximation approach to VAT rates was being seen by other member states as unwillingness to negotiate and to listen. That could be a threat and lead to isolation.

"A more open and constructive debate with our partners would be well received," he said, "and help avoid solutions that smack of last minute compromise rather than balanced judgement."

"We may be able to retain zero rate VAT on some matters through meaningful discussion. The CBI should push the Government hard to negotiate sensibly rather than in the current seemingly confrontational style."

"Let us sort this out now rather than run the risk of stopping the whole process in its tracks by refusing to be realistic until the bitter end."

Mr Ian Butler, of Cookson Group and chairman of the

CBI companies committee, said the bases on which the European Commission considered a merger were far from clear. A European merger regulation was required which if properly written could provide greater speed and legal certainty.

The Government should say that national authorities should still have rights to intervene where the public interest was at stake but if that was to be so then "public interest" must be more clearly defined.

Mr Martin Taylor, vice chairman of Hanson, said the first step remained the establishment of an agreed European competition policy. Without that, they would never be able to agree on mergers.

Mr Charles Green, of National Westminster Bank, said it would be a betrayal if while breaking down constraints on trade within Europe the Community was to erect greater external protection.

"We must ensure our approach to world trade is consistent with the liberalization we preach at home."

● A more open debate with our partners would help avoid solutions that smack of compromise ●

Mr John Raisman, deputy chairman of British Telecom and chairman of the CBI Europe committee, said they must place knowledge of one or more European languages and familiarity of European culture and social habits high on the list of priorities for all staff who dealt with Europe.

This was a challenge which education and industry must work together to meet.

Mr John Quinlan, chairman of Barclays Bank, considered the single market would not be a comfortable place.

"The sovereignty that we as businessmen need to be bothered about is the sovereignty of the consumer."

Mr Michael Heron, regional director of Unilever, said Britain's Achilles heel was the potential lack of skill within a total workforce.



Time ripe and right for sterling to join EMS: Lord Plumb

The pace of pay settlements has been added to the list of differences which have emerged between the Government and the CBI.

Mr Norman Fowler, Secretary of State for Employment, told the conference that pay rises are still too high and running at double the rate of settlements in the United States, France and Germany.

However, the CBI employment policy committee said pay rates are now more closely linked to productivity and that companies are moving away from the "mythology" of the annual pay round.

Mr Fowler said: "The going rate is still a powerful influence. The annual pay round shows little sign of disappearing. There has been slow progress towards decentralized pay bargaining and performance-related pay systems which take account of local labour market circumstances."

He said that unless moderation in earnings growth was achieved British industry would be cruelly exposed in 1992.

He added that it was time to put a long-term strategy for the development of people at the top of industry and government agendas.

He also warned the CBI that between now and 1994 the number of young people leaving school and college will fall by 30 per cent. "For the first time for years prosperity and future economic growth could be constrained by the scarcity of workers."

"That means women - particularly married returners to the job market. It means older workers - we cannot afford to waste their experience and maturity. It means making a reality of equal opportunities and not just paying lip service to it. And it means giving a chance to the unemployed."

Mr Geoffrey Armstrong, chairman of the CBI employment policy committee, said flexibility of rewards is a recurrent theme among successful companies. "Pay linked to contribution and performance rather than some mythical concept of the going rate is an important element by which employees can achieve reward and recognition for their initiative in making their firms competitive."

Both were speaking during a debate in which the CBI urged member companies to adopt the policies suggested in its review *People: the cutting edge of competitiveness* and a resolution calling on the EEC to end its preoccupation with "outdated, irrelevant and damaging" proposals for social legislation.

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|----------------------|-------|
| SWISS (110p)         | 123   |
| Buckland Arms (110p) | 111-2 |
| Bulfinch (120p)      | 151-2 |
| Cutwell Inv          | 31-2  |
| Clifford Group       | 105-1 |
| Christie Grp (145p)  | 183   |
| Orkney               | 139   |
| Edinburgh Hibernian  | 59-1  |
| Heritage (95p)       | 180   |
| Herring Son (150p)   | 153-2 |
| Le-Tech Sports       | 145   |
| Jones Group          | 193-2 |
| Lincat Group (115p)  | 170   |
| Mwai Group           | 122-1 |
| Mitsubishi Bank      | 129   |
| Nail Telecom         | 145-1 |
| New Zealand Inv      | 100   |
| Portmation Poteries  | 168   |
| Small Telecom        | 107   |
| Relston              | 125   |
| Rita                 | 125   |
| SCR Corp             | 128   |
| S&C Group            | 97-1  |
| SWP                  | 25-1  |
| Specialities         | 75-1  |
| Street & Vira        | 108   |
| Swire                | 131-2 |
| Thomson (125p)       | 15    |
| Whitmore Laid P/P    | 54    |
| Zurich Group         | 15    |
| RIGHTS ISSUES        |       |
| Anglo Soc N/P        | 40-1  |
| Bentley Hds N/P      | 9-1   |
| Bennett N/P          | 2     |
| Fitch Lovell N/P     | 32-2  |
| Green N/P            | 28    |
| Regina H&B N/P       | 8     |
| Serms N/P            | 20-3  |
| Tysons N/P           | 4-3   |
| West Trust N/P       | 4-3   |

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## STOCK MARKET

## Shares drift ahead of US election

280s' series. Sol, the Spanish hotels group, was at one stage believed to be at the helm of a bidding consortium, while recently there have been suggestions that a bid from an international triumvirate of Mandarin Hotels, the Barclay brothers and West Germany's Otter group was on the way.

Analysts believe that THF is fundamentally undervalued at below 300p a share.

Cable and Wireless, the Mercury telecommunications group, fell 10p to 387p after it announced the proposed sale of between 6.4 per cent and 7.1 per cent of its 79 per cent owned subsidiary, Hongkong Telecom.

County NatWest WoodMac, the broker, rates C&W as a buy ahead of next week's interim results and is going for a 21 per cent increase

in pre-tax profits to £200 million compared with £165 million last year, helped by £12 million of profit from the sale of its Rascal stake.

Marks and Spencer continued to reflect the disappointing margin results, and cheapened its more to 158p.

However, Mr Nick Bubb, analyst at Morgan Stanley, says although the increase in margins has started to level out in Britain, the group is well positioned and profit growth prospects look robust.

**Michael Clark and  
Geoffrey Foster**

through the market as some fund managers, who doubt that Mr Bond will make a full bid, decided to cash in some of their huge profits.

There was also heavy turnover in shares of Mr Peter de Savary's Land Leisure, which was the subject of an agreed £180 million bid by rival Leisure Investments last week. The price rose 1p to 270p as more than 4 million shares, or 10 per cent of the company, were traded.

At De S Group, the manufacturer and distributor of specialist glass products, made an encouraging start on the Unlisted Securities Market.


Placed at 115p each by Panmure Gordon, the broker, the shares raced ahead in active trading to finish with a 25p premium at 140p.

Com-Tek Resources, a junior oil and gas company based in Denver, Colorado, also joined the USM, but did not attract as much support. Placed at 16.5p a share by Baynard Securities and Charlton Seal, the share touched 17p before closing at 16.5p.

Ranks Hovis McDougall, the food group, was marked lower first thing and then succumbed to selling pressure as it fell to 175p.

There is talk that Goodman Fielder Wattie, the Australian food group, has had problems trying to sell its 29.9 per cent stake in RHM. Suggestion that it may now sell some of all its shares in the market place, prompted the weakness.

GFW decided to sell the



## A CHANGE OF NAME CAN

After changing his name from Archibald to Barclay, I never looked back. In a crowded market, it was essential to have a recognisable identity. So we've built our strength on the strength of our parent company. From now on the Business Finance International Credit is to be known as Barclays Mercantile Limited. It's part of the re-organisation necessary by our continued growth. Since we went back in 1980 we've become one of the leading banks with advances of £1.4 billion last year.

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**BARCLAYS MERCANTILE**  
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## FOREIGN EXCHANGES

**Sterling index compared with 1975 was same at 76.7 (day's range 76.6-76.8).**

## LONDON FINANCIAL FUTURE

| STERLING SPOT AND FORWARD RATES |                 |                 |            |            | OTHER STERLING RATES |                 |
|---------------------------------|-----------------|-----------------|------------|------------|----------------------|-----------------|
| Market rates for November 7     |                 |                 |            |            |                      |                 |
|                                 | Range           | Close           | 1 month    | 3 months   |                      |                 |
| New York                        | 1.7655-1.7755   | 1.7745-1.7755   | 0.51-0.45p | 1.48-1.45p | Argentina austral    | 26,750-26.915p  |
| Mexico                          | 1.8100-1.8200   | 1.8100-1.8200   | 0.51-0.45p | 1.48-1.45p | Australia dollar     | 0.8574-0.8610p  |
| Brussels                        | 3.5595-3.5695   | 3.5694-3.5734   | 2-15p      | 0-5 1/2p   | Bahian cruzeiro      | 1,835-1,861.04p |
| Amsterdam                       | 64.50-64.58     | 64.51-64.53     | 30-20p     | 0-5 1/2p   | Brazil cruzeiro      | 2,670-2,681.04p |
| London                          | 12.10-12.12     | 12.10-12.12     | 0.51-0.45p | 1.48-1.45p | Colombian peso       | 1,442-1,452.50p |
| Frankfurt                       | 1.1831-1.1821   | 1.1834-1.1844   | 43-36p     | 129-117p   | Greece drachma       | 258.75-260.73p  |
| Paris                           | 3.6525-3.6725   | 3.6639-3.6743   | 46-33p     | 129-117p   | Indian rupee         | 25.45-25.50p    |
| Madrid                          | 208.05-208.02   | 208.06-17.020   | 17-09p     | 46-27p     | Kuwait dinar KD      | 0.6940-0.6980   |
| Geneva                          | 208.05-208.02   | 208.06-17.020   | 17-09p     | 46-27p     | Lebanese pound       | 1,760-1,770p    |
| Stockholm                       | 208.05-208.02   | 208.06-17.020   | 17-09p     | 46-27p     | Mexico peso          | 2,950-2,960p    |
| Oslo                            | 208.05-208.02   | 208.06-17.020   | 17-09p     | 46-27p     | New Zealand dollar   | 0.8420-0.8480   |
| Paris                           | 10.7895-10.8200 | 10.8018-10.8132 | 33-33p     | 45-43p     | Philippine peso      | 47.00-47.50p    |
| Stockholm                       | 10.8525-11.0054 | 10.9070-11.0131 | 11-13p     | 45-43p     | Singapore dollar     | 3.5003-3.5054   |
| Amsterdam                       | 22.21-22.26     | 22.22-22.21     | 11-11p     | 86-83p     | S Africa rand (ret)  | 0.7040-0.7257   |
| Vienna                          | 2.6496-2.6570   | 2.6501-2.6530   | 11-15p     | 86-83p     | S Africa rand (fwd)  | 0.7040-0.7257   |
|                                 |                 |                 |            |            | UAE dirham           | 6.67-6.51       |
|                                 |                 |                 |            |            | UAE dirham           | 6.67-6.51       |

\*Lloyds Bank, Rates supplied by Reuters.

### THIRD MARKET

| DOLLAR SPOT RATES |               |             |               |
|-------------------|---------------|-------------|---------------|
| Ireland           | 1.9565-1.9570 | Denmark     | 8.8260-8.8870 |
| Singapore         | 1.9745-1.9755 | V. Germany  | 1.7850-1.7870 |
| Malaysia          | 2.6852-2.6860 | Switzerland | 1.4853-1.4870 |
| Australia         | 1.2948-1.2962 | Netherlands | 2.0140-2.0150 |
| Canada            | 1.2340-1.2350 | France      | 6.5500-6.0500 |
| Sweden            | 6.8180-6.8190 | Japan       | 14.73-14.75   |
| Norway            | 6.9180-6.9540 |             |               |

Rates supplied by Barclays Bank, HOFEX and Exel.

## MONEY MARKETS

| Euro Rates % Clearing Banks 12 Finance Mus 12% |                | EURO MONEY DEPOSITS % |       |       |       |       |
|------------------------------------------------|----------------|-----------------------|-------|-------|-------|-------|
| Discount Interest Rates %                      |                | Germany               | 7 day | 1 mth | 3 mth | 6 mth |
| Discount Interest Rates %                      |                | Dollar                | 30-31 | 28-29 | 26-27 | 24-25 |
| Discount Interest Rates %                      | Week Base: 11% | Swiss                 | 4-5   | 4-5   | 4-5   | 4-5   |
| Discount Interest Rates %                      |                | Canada                | 6-7   | 6-7   | 6-7   | 6-7   |
| Discount Interest Rates %                      |                | France                | 4-5   | 4-5   | 4-5   | 4-5   |
| Discount Interest Rates %                      |                | Italy                 | 4-5   | 4-5   | 4-5   | 4-5   |
| Discount Interest Rates %                      |                | Spain                 | 4-5   | 4-5   | 4-5   | 4-5   |
| Discount Interest Rates %                      |                | Portugal              | 4-5   | 4-5   | 4-5   | 4-5   |
| Discount Interest Rates %                      |                | Greece                | 4-5   | 4-5   | 4-5   | 4-5   |
| Discount Interest Rates %                      |                | Belgium               | 4-5   | 4-5   | 4-5   | 4-5   |
| Discount Interest Rates %                      |                | Netherlands           | 4-5   | 4-5   | 4-5   | 4-5   |
| Discount Interest Rates %                      |                | Austria               | 4-5   | 4-5   | 4-5   | 4-5   |
| Discount Interest Rates %                      |                | Sweden                | 4-5   | 4-5   | 4-5   | 4-5   |
| Discount Interest Rates %                      |                | Denmark               | 4-5   | 4-5   | 4-5   | 4-5   |
| Discount Interest Rates %                      |                | Finland               | 4-5   | 4-5   | 4-5   | 4-5   |
| Discount Interest Rates %                      |                | Ireland               | 4-5   | 4-5   | 4-5   | 4-5   |
| Discount Interest Rates %                      |                | United Kingdom        | 4-5   | 4-5   | 4-5   | 4-5   |
| Discount Interest Rates %                      |                | Japan                 | 4-5   | 4-5   | 4-5   | 4-5   |
| Discount Interest Rates %                      |                | South Korea           | 4-5   | 4-5   | 4-5   | 4-5   |
| Discount Interest Rates %                      |                | India                 | 4-5   | 4-5   | 4-5   | 4-5   |
| Discount Interest Rates %                      |                | China                 | 4-5   | 4-5   | 4-5   | 4-5   |
| Discount Interest Rates %                      |                | Other                 | 4-5   | 4-5   | 4-5   | 4-5   |

**GOLD**

**Local Authority Bonds (Pa.)**  
 1m: 12% 12-14 2m: 12% 12-14 3m: 12% 12-14  
 6m: 12% 12-14 9m: 12% 12-14 12m: 12% 12-14  
 15m: 12% 12-14 18m: 12% 12-14 21m: 12% 12-14  
 24m: 12% 12-14 30m: 12% 12-14 36m: 12% 12-14  
**Dollar GAs (Pa.)** 1m: 8.40-8.50  
 2m: 8.40-8.50 3m: 8.40-8.50 6m: 8.40-8.50  
 9m: 8.40-8.50 12m: 8.40-8.50 15m: 8.40-8.50  
 18m: 8.40-8.50 21m: 8.40-8.50 24m: 8.40-8.50  
 27m: 8.40-8.50 30m: 8.40-8.50 33m: 8.40-8.50  
 36m: 8.40-8.50

**ECGD**  
**Fixed Rate Starting Euro Price, 1988-90 due:** Oct  
 1981, 1982, 1983, 1984, 1985, 1986, 1987, 1988, 1989, 1990  
 Scheme A: 13.00% per cent. Scheme B: 11.50% per cent.  
 Scheme C: 10.00% per cent. Scheme D: 8.50% per cent.  
 Scheme E: 7.00% per cent. Scheme F: 5.50% per cent.  
 Scheme G: 4.00% per cent. Scheme H: 2.50% per cent.  
 Scheme I: 1.00% per cent.

**Options:** \$422.50-422.75 Loss: \$420.75-421.25  
 High: \$422.25-422.50 Low: \$420.00-420.50

**COINS** **Per cent (Ex VAT)**  
 German: \$433.00-438.00 (Oct 1988-90)  
 Kingdom: \$420.00-423.00 (Oct 1988-90)  
 France: \$420.00-423.00 (Oct 1988-90)  
 Italy: \$420.00-423.00 (Oct 1988-90)  
 American: \$433.00-438.00 (Oct 1988-90)  
 New Sweden: \$433.00-438.00 (Oct 1988-90)  
 New Netherlands: \$433.00-438.00 (Oct 1988-90)  
 New Belgium: \$433.00-438.00 (Oct 1988-90)  
 New Luxembourg: \$433.00-438.00 (Oct 1988-90)  
 New Ireland: \$433.00-438.00 (Oct 1988-90)  
 New Greece: \$433.00-438.00 (Oct 1988-90)  
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 New Malta: \$433.00-438.00 (Oct 1988-90)  
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 New Norway: \$433.00-438.00 (Oct 1988-90)  
 New Finland: \$433.00-438.00 (Oct 1988-90)  
 New Iceland: \$433.00-438.00 (Oct 1988-90)  
 New Liechtenstein: \$433.00-438.00 (Oct 1988-90)  
 New Monaco: \$433.00-438.00 (Oct 1988-90)  
 New San Marino: \$433.00-438.00 (Oct 1988-90)  
 New Vatican: \$433.00-438.00 (Oct 1988-90)  
 New Andorra: \$433.00-438.00 (Oct 1988-90)  
 New Gibraltar: \$433.00-438.00 (Oct 1988-90)  
 New Jersey: \$433.00-438.00 (Oct 1988-90)  
 New Delaware: \$433.00-438.00 (Oct 1988-90)  
 New New York: \$433.00-438.00 (Oct 1988-90)  
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 New Kingdom: \$433.00-438.00 (Oct 1988-90)  
 New France: \$433.00-438.00 (Oct 1988-90)  
 New Italy: \$433.00-438.00 (Oct 1988-90)  
 New Germany: \$433.00-438.00 (Oct 1988-90)  
 New Sweden: \$433.00-43

## LONDON FINANCIAL FUTURE

|                        | Open   | High   | Low    | Close  | Vol   |
|------------------------|--------|--------|--------|--------|-------|
| FT-SE 100              |        |        |        |        |       |
| Dec 86                 | 167.5  | 163.80 | 162.50 | 163.00 | 157.0 |
| Jan 87                 | NT     |        |        |        |       |
| Three Month Sterling   |        |        |        |        |       |
| Dec 86                 | \$7.81 | \$7.85 | \$7.77 | \$7.82 | 5050  |
| Jan 87                 | \$8.15 | \$8.17 | \$8.15 | \$8.17 | 190   |
| Jun 86                 | \$8.80 | \$8.87 | \$8.50 | \$8.85 | 477   |
| Sep 86                 | \$8.88 | \$8.97 | \$8.86 | \$8.95 | 188   |
| Three Month Eurodollar |        |        |        |        |       |
| Dec 86                 | \$1.20 | \$1.20 | \$1.20 | \$1.20 | 3128  |
| Jan 87                 | \$1.21 | \$1.21 | \$1.21 | \$1.21 | 20    |
| Mar 87                 | \$1.27 | \$1.28 | \$1.21 | \$1.22 | 1282  |
| Jun 87                 | \$1.31 | \$1.31 | \$1.28 | \$1.32 | 366   |
| Sep 86                 | \$1.25 | \$1.31 | \$1.18 | \$1.18 | 366   |

|                    | Open   | High   | Low    | Close  | Vol  |
|--------------------|--------|--------|--------|--------|------|
| US Treasury Bond   |        |        |        |        |      |
| Dec 86             | 98.18  | 99.91  | 98.10  | 98.13  | 1326 |
| Jan 87             | 98.20  | 99.90  | 98.10  | 98.13  | 1030 |
| Long term          |        |        |        |        |      |
| Dec 86             | 98.24  | 99.93  | 98.17  | 98.20  | 3125 |
| Jan 87             | 98.24  | 99.93  | 98.17  | 98.20  | 1343 |
| Jun 86             | NT     |        |        |        | 0    |
| Japanese Govt Bond |        |        |        |        |      |
| Dec 86             | 105.05 | 105.35 | 105.05 | 105.35 | 585  |
| Jan 87             | 105.05 | 105.35 | 105.05 | 105.35 | 585  |
| German Govt Bond   |        |        |        |        |      |
| Dec 86             | 97.40  | 97.62  | 97.11  | 97.18  | 5078 |
| Mar 87             | 96.51  | 96.81  | 96.70  | 96.80  | 61   |

## COMMODITIES

[illegible]



## TECHNOLOGY

## Magnetic engine attracts Japanese

From Joe Joseph in Tokyo

Japan is hoping to win the race to launch the world's first ship to be powered by superconducting engines instead of propellers.

A prototype is being built in the shipyards of Mitsubishi. If its test run in 1990 is a success, work will be stepped up on building a seaworthy model that will be capable of shrinking the time it takes to cross the world's oceans.

An encouraging performance by the 150-ton demonstration vessel would also show that Japan is pulling ahead of the rest of the world in the race to find applications for superconductivity, which, after years in the doldrums, is now back in vogue.

The United States, anxious not to be left behind in such a high-technology field with key military applications, is pushing ahead with its own research programme and watching Japan's progress closely.

Instead of a propeller, the Japanese ship is to be driven by electro-magnetic hydraulic force generated by the interaction of a magnetic field created by a superconductive

## Protection necessary for people on board

coil and an electric current caused to flow through the sea water.

The essential difference between a conventional ship and a ship using an electro-magnetic thruster with superconducting magnets is that the former converts the source energy into mechanical energy to drive a propeller that thrusts water backwards and thereby drives the ship forwards through the water.

The latter uses electrical energy which is converted into an electro-magnetic force that directly pushes the water backwards to propel the ship forwards.

Lightweight but powerful superconductive electro-magnets are needed. Toshiba designed and made the superconductive coil used for the first prototype that was tested successfully a year ago.

Toshiba engineers used niobium titanium alloy as the superconducting material, which achieved superconductivity at minus 269°C with liquid helium used as a coolant.

The model boat - measuring about 6ft x 1ft - ejected seawater at about 4 mph.

A full-size ship would present engineers with far more problems than any model, however.

For example, ways of protecting crew and passengers from the intensely high magnetic fields generated by the motor would have to be found.

Matthew May on the video cameras that take still pictures

## Cheaper no-film 'snaps' with improved quality

Ever since the introduction of the first still video camera in 1981 by Sony serious photographers have always dismissed them as a potential replacement for conventional film-based cameras.

No-film electronic cameras, it is argued, are too expensive, and any cheap enough for domestic use will produce images of an unacceptably lower quality than conventional colour prints.

But that thinking is starting to change as the electronic cameras which use a 2-inch floppy disc that can store around 50 colour pictures are fast dropping in price, and quality is slowly improving.

A new generation of cheaper electronic cameras are to be aimed at the serious amateur by several Japanese firms in the hope that they will want to join the move towards the electronic darkroom which bypasses the need for chemical processing.

Next month, Sony will release a model in Japan which will become the cheapest at around 70,000 yen (£300).

It is expected to be launched in Europe next summer, but the camera also needs a playback machine which adds a further £130 to the cost.

A version by Canon, the RC 250, includes the playback unit in the camera and is already on sale in the United States and Japan. It will be launched in Britain next summer at around £500.

Still video cameras have the advantage that costly film and developing charges are not required, so countless pictures can be taken as the discs are reusable.

There is no waiting either, say the manufacturers. Images can be played back instantly



Instant electronic camera from Canon, to be launched in the UK next summer at a retail cost of about £500

and altered - enlarging or cropping, for example - and displayed on an ordinary colour television.

With the right equipment the images can also be transmitted over telephone lines.

But for those who wish to do more than view their snapshots on a television screen and take printed copies, colour printers are still expensive at over £1,000.

Manufacturers are hoping that if the market takes off traditional photo-developing shops or others will buy video printers and offer a printing service for the discs where the customer can select which images they want printed out and have them immediately.

This is liable to be helped by the emergence of a standard for the discs, and the seriousness with which manufacturers are taking it is indicated

dramatically at the cheaper end of the market over the next few years - and Japanese consumer electronics products have a habit of taking off sooner than expected.

Sophisticated electronic still cameras have been in use for some time for specialist purposes such as photo-journalism where the high costs of several thousand pounds can be justified.

Kodak, for example, has a \$20,000 (£11,350) camera with a resolution of 1.4 million pixels - fine for newspaper use - and Canon also do a full system for publishing use, but it costs nearly \$40,000.

The ability to change the image extensively before publication is one of the appeals though this has called into question how much alteration is allowed before it becomes tampering.

Kodak also has a system designed to link in with conventional film cameras for professional portrait photographers. It allows the photographer and subject to see an instant electronic version of the planned picture on a TV monitor and make adjustments.

Other Japanese companies are also to produce consumer versions of their cameras at prices from £600 to £860 and include Konica, Casio, Fuji Photo Film and Matsushita Electric.

Fuji are developing a version that does not use a magnetic disc to store the image but a computer chip memory which, it says, improves reliability as there are fewer moving parts.

The present chip can hold only five images, though a chip with a 40-picture capacity is under development.

## PERSPECTIVE

## Beware of using your keyboard as an alibi



By Brian Gifford

● The only words I type into our electronic mail system are Yes or No in response to people's memos. After all, the manager's role is to manage, not to spend hours sitting at a computer screen ●

make sure that their staff are aware of how to use computers to help with their particular job functions.

In the 1970s data processing departments ate up enormous investments and gave back debatable returns. By and large they did not understand how the business they worked for ran and how technology could fit in with that.

The computer industry, as well as the data processing department, has been guilty of selling the idea that computers are the panacea to all ills. In the past, companies have been told computers are good for them but not what the tangible benefits are.

The government, the trade unions and the Confederation

of British Industry all have a role to play in getting this message across. One of the most important roles of the government in this is to set an example as a computer user - a role potentially more valuable than setting up national programmes.

There is still a long way to go. I would estimate that only around 15 per cent of managers use information technology at all, and that of those, 70 per cent are getting it wrong. But I am not despondent about that 70 per cent, because many of them are learning from their mistakes and perhaps when the next 15 per cent come on stream they will learn from colleagues' mistakes.

As 1992 approaches, it is more and more important for companies to learn to use information technology effectively at all management levels. 1992 is about competition and the effective use of information technology is an important tool to compete with.

Since Big Bang, London has developed a reputation as an international financial centre. Now we have the opportunity to build up the same reputation in Europe with other sectors. Britain is neither behind nor ahead of other European countries in its use of information technology, but we could be in trouble if we do not respond to the challenge of 1992 by learning how to use it properly.

Meanwhile, there are some managers who would be better off throwing their PCs out of the window and getting on with their real job.

The author is managing director of Datapoint UK, a company which specialises in office automation and computer networks.

## Battle for supremacy over the minicomputer

By Geoff Wheelwright

New methods of expanding personal computers are making them more powerful, and in doing so challenge the supremacy of the minicomputer in the middle end of the computer market.

Anyone wanting to take advantage of this however, is going to face a decision about which method of expansion they should use.

At the moment, there are two major contenders - IBM's MCA or Micro Channel Architecture - the expansion system announced last year for its Personal System/2 range and the ISA or Industry Standard Architecture used by all its major competitors.

At present, the latter is inferior in its potential to that of IBM's MCA. Companies wishing to use MCA must get a licence from IBM and so far few have signed up particularly

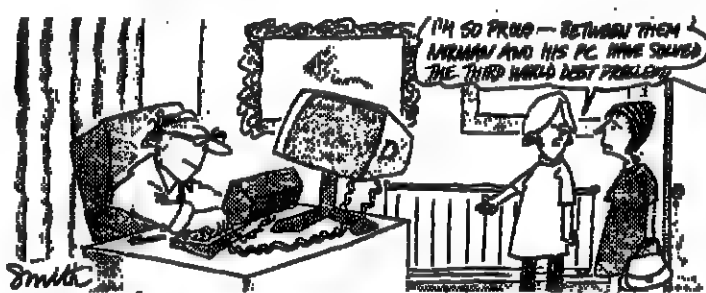
as IBM has said it wants to charge back royalties on previous sales of IBM compatibles as a condition of allowing the use of MCA.

Last week Taiwanese computer manufacturer, Mitac International, announced it had signed a three year patent licence agreement with IBM to include MCA.

As part of the deal Mitac has agreed to pay the controversial back royalties at a rate of 1 per cent on prior sales of its IBM compatible computers currently selling at a rate of about 200,000 units per year.

It will also have to pay future royalties currently 2 per cent for sales in Europe and 3 per cent for those in the US.

A consortium of nine of IBM's major competitors, however, recently announced something they call EISA or Extended Industry



Standard Architecture which is designed to be compatible with the existing IBM AT expansion system and will allow computer users to use all their existing add-in expansion devices.

EISA machines will be able to hold new, higher-powered expansion devices that will allow personal computers of the future to possess the computer memory and storage potential required to displace minicomputers.

Unfortunately for IBM's competition, however, machines that use MCA are available now and those that employ EISA are not expected to hit the market until late next year.

Despite this, proponents of EISA stress that their machines are not designed to replace the desktop computers of today, but instead hold the potential to supplant minicomputers with systems that will cost only £7,000 to £9,000.

According to Jim D'Arezzo, international marketing vice-president of EISA backer Compaq, people will be willing to wait for EISA because IBM's MCA has not taken off in the way that IBM had hoped.

"We've said all along that it would be the market, not IBM, that would decide the future direction of the PC industry and the market has ruled in favour of compatibility," he claimed.

To back up this assertion, Mr D'Arezzo quoted recent Dataquest research which estimates that the installed base of business PCs would reach 36.4 million in 1988 - with IBM's MCA machines accounting for only 2 million and even Apple's non-compatible Macintosh would have a more significant 4.6 million.

He also said that the estimates

showed that IBM's share of the worldwide business personal computer market had dwindled from a high of 73 per cent in 1983 to its current low of 20 per cent. Mr D'Arezzo attributes much of this decline to IBM's decision to use MCA.

Not surprisingly, IBM sees things differently. According to IBM UK's group director of workstations, Brian Utley, it believes that MCA's strengths will show through in the long term. He stressed that by the time the EISA expansion system is available, MCA will have evolved to be even more powerful than it is now. "We will be able to support additional performance and features that are not contained in the machines as available today," he said. MCA has an open structure which allows it to evolve without 'obsolescing' what has gone before.

## TAKE A LOOK INSIDE THE WORLD OF THE APPLE MACINTOSH



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## Vacancies suggest an industry shortfall

## SALARIES

By Sean Hallahan

There are 30,000 job vacancies in the information technology industry despite the fact that last year 12,000 newcomers joined the field.

The figures come from the annual salary survey carried out on behalf of the Computer Users Year Book, the information technology industry bible which details the business from suppliers to installation.

The survey claims that there is a particular shortfall of development and technical staff. The supply of development staff fell short by 17 per cent, while technical staff showed a shortfall of over 12 per cent.

Many companies, particularly the larger ones, are still heavily expanding their use of computers and the lack of development and support staff may well blunt the competitive

edge of many enterprises.

Vacancies for senior management posts fall well below the 5 per cent norm, at 2.5 per cent but the report warns that it would be wrong to "assume that DP management is in low demand - particularly experienced management."

It says the true number of vacancies may be masked by internal promotions and show up in as vacancies in other job categories.

The demand for technical and support staff is reflected in the increased salary ranges shown in these categories which in some cases show them earning as much as their nominal managers.

Management median salaries span a short range. Chief programmers average £16,900 while data processing managers can command £19,500.

In installations employing over 25 people, 22 per cent of the staff increased their sal-

| Median salaries          | Total number employed | Total number of vacancies |
|--------------------------|-----------------------|---------------------------|
| Data processing manager  | 19,500                | 22,828                    |
| Chief systems analyst    | 16,500                | 10,075                    |
| Chief programmer         | 16,500                | 2,951                     |
| Chief analyst/programmer | 17,000                | 6,522                     |
| Computer services man.   | 18,200                | 2,797                     |
| Communications manager   | 17,000                | 1,124                     |
| Senior systems analyst   | 17,500                | 10,251                    |
| Systems analyst          | 14,300                | 14,174                    |
| Senior programmer        | 14,800                | 10,651                    |
| Programmer               | 10,300                | 25,846                    |
| Junior programmer        | 8,400                 | 9,921                     |
| Sr analyst/programmer    | 15,200                | 7,073                     |
| Analyst programmer       | 12,200                | 21,329                    |

The report by the SSP/Computer Weekly cites "the rises by between 10-12.5 per cent during 1988. In sites employing less than 10 people only 15 per cent recorded increases in this range."

Contract staff too can look forward to continued employment. In last year's survey many installations said that they planned to decrease the number of contractors employed in favour of full time staff.

But this year's survey shows that these changes have not taken place with 8 per cent of installations planning to increase their use of contract staff and the same percentage planning to decrease contractors.

In another survey released last week it was claimed that advertised salaries for jobs in the computing industry are usually 20-30 per cent above the actual salaries given.

Source: CUVB salary survey

salaries 'up to' a common amount as the reason."

It looks at the 20,000 computer vacancies that were advertised between July and September and says it shows an overall growth in employer demand.

But salaries are said to have risen by an average of only 5 to 7 per cent in the past year, little more than the inflation rate though management positions are attracting double the rise with average increases from 12.7 per cent to 15.3 per cent.

● The Computer Users Year Book salary survey is published by VNU Business Publications, (01-439 4242). Cost: £95.

● The SSP/Computer Weekly survey of recruitment data and trends is published by Reed Business Publishing (01 661 3123) and costs £140 per year for four issues.

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## TECHNOLOGY

## The specialist's era

Leslie Tilley on how business experience is coming into its own

Companies are increasingly distributing their computing to users instead of having a large centralized computer department while others are deciding to concentrate on their core business and handing more and more of their computing over to specialist firms.

All this is good news for people wishing to move into this lucrative industry and the Computing Services Association's (CSA) 300 member firms. The high growth is forcing these firms to take a hard look at their employment practices.

The total staff employed by the computer services industry is estimated to be 70,000 and growing, while revenue was over £2 billion last year.

The CSA reports that the number of its employees in the UK has almost doubled in the past six years and is expected to do the same again - but in a shorter time.

And there is the skills crisis and the declining number of school leavers to add to their problems.

"The output of science graduates in the UK is declining - but demand for them is growing. We have to think of other ways around the problem," said Ian Townsend, chairman of the CSA's personnel managers group.

"But there is a great gap between understanding the skills shortage and doing something about it. And the people doing the hiring now have no choice but to look at different ways of filling the gap, so pragmatism is changing the mix of staff who are hired."

"If you had asked me a few years ago to describe our ideal employee it would have been easy. But I couldn't now. Before, technical expertise was very important, so we only

revenue last year.

In an attempt to increase the number of people joining computing services the CSA has set up a body to oversee the training of new entrants - the Computing Services Industry Training Council (CSITC) based in London.

In its booklet, *The facts about the computing services industry*, the CSA says: "As computers move out of computer departments and become part of everybody's lives there will be a growing de-

discrimination of any sort in those doing the hiring. But the most difficult area is age, as there is no provision in law to stop companies discriminating."

"Many companies state an age in job advertisements, which is wrong - it is business experience that counts," he says. He added that the CSA has outlawed this practice.

"The average age of employees is 30 but it is creeping up slowly. Computer services companies increasingly recruit people who were perhaps involved in the introduction of computers into their own field."

"The more senior they are the greater are their business skills. We couldn't run the business without them," he added.

Mr Townsend said there are opportunities for non-graduates. "Qualifications is a key that opens the door but individual companies are also looking for self-starters to develop, although they need to be reasonably educated."

More than 30 per cent of the CSA's revenue is derived from writing software, so programmers and analysts are in great demand. And as Mr Ewan said: "You don't need to be a graduate to write code; it's actually quite boring. But it is still a craft."

## JOBScene

considered recruiting the traditional disciplines - programmers, systems analysts and systems designers. But now the industry is moving from a technical to a marketing and business emphasis."

The development of supporting end users, instead of dealing only with the data processing manager, has grown and there are far more opportunities for market sector or applications specialists such as those who understand the oil or manufacturing business.

Teachers of mathematics, science and physics are also sought as they make good trainers and this service accounted for £58 million in

mand for those with the skills to provide the link between computing, areas of application and people; arts graduates often have such skills."

Mr Townsend is also personnel manager of SD-Scicom which employs more than 1,000 people and is the largest computer services firm in the UK.

"In my company we monitor our performance of attracting new staff by age, sex and ethnic origin to check there is no bias. Although it is unusual more companies are starting to do it and it is becoming part of the recruitment methodology."

"We have found no sign of



Ian Townsend: "People doing the hiring now have no choice but to look at different ways of filling the gap."

## A belief in the future

By Sue Jetley

Information technology pundits are renowned for the jargon littered in their wake and the myriad of titles, and acronyms that ensue. A recent seminar on "Information Resource Management", or IRM, seemed to follow the general rules of the game.

While the general fashion is to streamline companies, using IRM can involve the creation of a new function or department which means more money and, on the face of it, more bureaucracy.

Brian Watson is a consultant with the organizers of the seminar, DCE Information Management, and admits the concept is not particularly new. What makes it a real possibility today, he argues, is the sophisticated systems development tools available.

Data management describes a similar idea but whereas it starts at the application program level, IRM tackles the problem of information handling from the business and down.

It is based on the belief that business and systems analysis is the way of the future.

In 10 years, Mr Watson says, applications programmers, will virtually be an extinct breed. He predicts IRM managers will emerge to manage a department encompassing data administration, database administration

and data dictionaries. Although the concept of IRM and its "intelligent information sharing" should encompass the total organization, initially Mr Watson sees the IRM department, or function, as a bridgehead between data processing and the business.

But what about the costs? Full implementation involves an increase in both systems development and data and data dictionary administration, which he admits will amount to around five per cent.

But he claims companies can make significant savings elsewhere. "The fact that it makes information available to different functional groups will gradually make massive savings in terms of non-redundant data and non-redundant systems."

Bernhard Jeltens is an information planner from IBM who recently illustrated savings from co-ordinated IRM information planning techniques at a conference in the US.

IBM, he said, applied new business planning methods to 13 of its US factories which had each built up a separate bill of materials systems. As a result of "co-ordination" the company has thrown out 55 per cent of redundant code leading to massive savings on systems maintenance alone.

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## Hawaii prepares for the boom in satellite launches

By Nick Nutall

An international gathering of space scientists, engineers and businessmen, including delegates from the European Space Agency, Nasa, and European rocket launcher, Ariane, are meeting in Hawaii this month.

Their purpose is to look at the economic prospects and rocket launch requirements of the governments and companies within one of the world's fastest growing regions, the Pacific Rim.

Although the September return of America's Challenger means shuttles are back in business, many experts now believe the re-emergence of conventional rockets like Ariane are the future for commercial satellite launches.

They are not only deemed more reliable and significantly cheaper than booking payloads on a shuttle, but with Challenger dedicated to clearing a massive backlog of military and scientific projects, simply more available.

In the last few years scores of private firms have emerged all offering rocket launching services and Ariane - which has the world's largest slice of this particular pie - is hired well into the 1990s.

Yet experts believe unless more launch pads are built, private firms could find booking a satellite on to a rocket launch almost as difficult as trying to get on a shuttle. So far Japan, China, India and Indonesia have all hinted

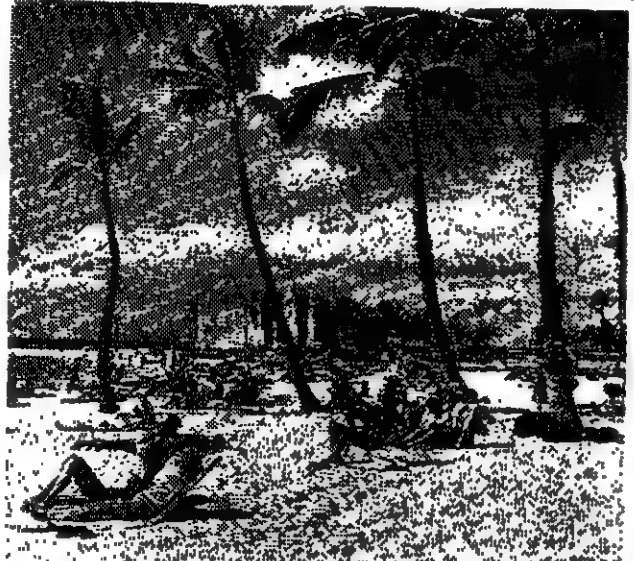
at plans to build space ports, but Hawaii is staking its claim to be the most geographically and technically suitable site for the Pacific Rim.

Although a state within the American union, the Hawaiian islands have a great deal of autonomy and are by no means unfamiliar to space-related projects, having both a Nasa tracking station on Kauai and the world's most powerful telescope atop Mauna Kea.

Last year the islands' Department of Business and Economic Development asked technological consultants, Arthur Little, to study their rocket launch pad potential.

The consultants have concluded that a site of four pads, with capabilities for launching 10 rockets a year, is feasible and an area called Palima Point - a remote track of shoreline land three miles east south-east from Pahala on Hawaii's main island - has been earmarked.

There are still environmental considerations to be resolved at Palima Point as the area is home to important colonies of green sea turtles. But conference organizer, Steve Durst, believes the islands' claim will be attractive to Pacific nations and rocket firms like Ariane. "It has the technical advantages of being close to, and linked with, the United States and of being right in the middle of half the world's expected market."



Hawaii - staking a claim to launch rockets

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## TECHNOLOGY

# A new way to talk to computers?

From Robert Matthews in Boston

Wang, the US computer company, last week unveiled what it claims is a great step forward in human communication with computers. Developed over two years by the Massachusetts-based company, the system allows hand-written messages to be entered into a computer and beamed from one computer to another. Wang believes it will interest particularly the millions of people reluctant to use a keyboard.

Software developed by Wang Laboratories enable the system, called Freestyle, to turn IBM-AT compatible computers into an electronic blackboard, with hand writing being entered via a digitizing pen and writing tablet, which converts the hand-written scrawl to electronic signals.

The pen's position is indicated by a tiny arrow on the screen; contact with the digitizing tablet produces writing on the screen. Mistakes are corrected by turning the pen over and rubbing out,

using the electronic eraser in the pen's head. A set of icons is flashed up to help the user to use the system.

Documents created using software packages such as Lotus 1-2-3 can be annotated using the system.

Once inside the computer, the documents and their commentary can be beamed from one computer to other on the other side of the world. Its inventors clearly hope that the Wang system will be as big an innovation as the Apple Macintosh "mouse".

John Pearson, applications manager at Wang Europe, said: "There are many keyboard-shy people, especially at board level."

One leading US company, Westinghouse Trading, is already using the new system in its day-to-day business, claiming that it boosts productivity significantly by cutting the need for face-to-face meetings to discuss new information.

The system will be on sale in Britain early next year at a basic cost of £1,500.



Frederick Wang, president of the company which bears his name, with the Freestyle software system designed to turn a personal computer into an electronic blackboard

## Andrew Pollack looks at the frontier science of nanotechnology

With the first products of genetic engineering starting to reach the marketplace, scientists are preparing for what is expected to be the next big step in the biotechnology revolution: the creation of complex new compounds that are custom-designed to meet human needs.

So far, genetic engineering has been used mainly to produce substances that already exist in nature. The gene-controlling production of human insulin, for instance, can be implanted in bacteria, which will then produce the insulin.

The new technology, known as "protein engineering," promises to take scientists a step further by modifying natural proteins or by creating entirely new ones. The rudimentary efforts of protein

## Another step for futuristic bio-tech

engineering have already produced promising substances, but scientists believe they are on the edge of the frontier. The design and production of new proteins is a more complex challenge than the synthesis of organic materials such as plastics.

Proteins play a pivotal role in life. Virtually all substances produced by living cells are proteins: hormones, enzymes, antibodies, hair, skin, bones and so on. And virtually all biological functions are controlled by proteins. So being able to tailor-make proteins for specific tasks holds great

promise. The first applications of protein engineering, a cross between gene-splicing and computer modelling, will be to make drugs with improved properties and industrial enzymes that last longer than the natural versions.

In the future, the technique could allow the creation of entirely new drugs to fight such diseases as cancer and AIDS. Scientists envision designer proteins being used to clean polluted rivers.

Some visionary scientists dream even of making computers out of proteins that

could be manufactured by living cells. A protein that can alternate between two different shapes, for instance, could theoretically be used to store a unit, or bit, of information, allowing computers to be so small that they could travel down a human blood vessel to repair injuries.

Such futuristic technology has been dubbed "nanotechnology," because the machines would have features measured in nanometers, or billionths of meters.

Advances in computers allow scientists to study complex molecules on computer screens and do complex calculations to predict protein structure. Also important are improvements in techniques to determine the structure of natural proteins.

# Welcome the understanding and kind home-help robot

From Ian Pedley in Sydney

Some families face a tough decision in the next few years — whether to buy a second Mercedes-Benz or a robot for the home. And with hired help hard to find these days, the choice may soon be the robot, according to Joseph Engelberger, universally acknowledged as the father of robotics.

The first customers will probably be making a decision between another big car and a built-in, full-time, 24-hour servant, Mr Engelberger told an international symposium on robots in Sydney.

But for the rest of this century at least, robot buyers would not be able simply to choose a model and take one home, then tell it to start work, he said.

First of all they would need to redesign their homes from the ground up to make it robot-compatible.

He said: "One thing that we have learned from applying industrial robots to the factory is that one cannot simply hire a robot, drop it on the factory floor

and tell it to do what an employee has been doing."

Mr Engelberger, whose Transition Research Corporation in the US is developing a household robot, said he could not foresee robots taking over all human functions in the home. Changing nappies? "No," he said. Babysitting? "No — I'd be very nervous about putting robots in charge of a baby."

Instead robots should be used to improve the quality of life, not just for the wealthy who find it difficult to keep good human help, but for people such as the elderly and the disabled.

If they had an extension of themselves — an arm that would do for them — they would not have to rely on another human being every minute of the day.

The West also has a population that is growing older, and older people who end up in a nursing home. They would much rather be sitting at home and know there's a robot that can walk them to the bathroom when they can't walk, or can

get them a drink. Mr Engelberger said a robot developed in the US had already proved itself capable of navigating its way around a 12 storey hospital, avoiding stretchers and other obstacles along the corridors.

If the hall is completely cluttered, it stands still and begs people to get out of the way. "The children in the paediatrics ward love it," he added. "It's friendly looking, kind of a square shape that can fit through doorways and doesn't have any threatening appearance."

It also was totally non-aggressive, he said. Kick it in the front and it will move back two feet and wait patiently. Mr Engelberger said to turn this into a domestic robot all he needed to do was add arms to it and a vision that is three-dimensional.

But to accomplish a range of useful tasks, it would have to be a sophisticated machine and that means that, for at least the rest of the century, it will be a very expensive item.

# Man who built Apricot — twice

By Caroline Berman

PROFILE

Roger Foster, chief executive of Apricot, refers to 1985 as the year of the great trauma — the year the Apricot computer faced the giant IBM's onslaught and had to concede defeat.

It had to redesign completely its own micro computers to fit in with IBM's standard. "The surgery of change was traumatic," Mr Foster said.

Today Apricot has recovered and is poised for expansion. The company is back to a £100 million turnover, which Mr Foster hopes will reach £500 million in the next four years.

In 1985, 90 per cent of the company's revenue came from personal computers. Now the profits are split evenly between financial systems, computer services and the hardware side. Having been hit once by the problem of standards, Mr Foster is now firmly committed to the concept of open systems — where hardware is interchangeable.

Distributed processing is another trend that Mr Foster is tipping for success. Both these movements have been under way for the past five years, but the momentum is now unstoppable, he argues.

"Our advantage is that companies like IBM and ICL will need to defend their mainframes and proprietary systems but we don't need to. We can go all-out to gain new business."

**"Our advantage is that we do not need to defend mainframes and proprietary systems. We can go all-out to gain new business"**



Roger Foster  
Chief Executive, Apricot

Mr Foster, who left school at 16 to train as a chartered accountant, set up a computer bureau, ACT, in 1963 at the age of 25. He had been working on the computer side of the engineering company GKN, and at the time it was expensive to own a computer. So he saw the chance to run a computer which small companies could share in the use of — at a price.

The business built up slowly but steadily until in 1979 turnover was £3 million and about 260 people were employed. At this point the company was successfully floated on the stock market.

Mr Foster had extended into providing financial software packages in the 1970s, and in the late-1970s became involved with personal computers.

He imported the Sirius from

the US and in one year sold 20,000.

He said: "We couldn't find a successor to the Sirius so decided to design our own PC and set up a manufacturing plant to make it." An electronics design team was hired in, including Dr Peter Horn, now head of research and development.

The company subsequently grew from £3 million in 1979 to £90 million in 1985/6 — all on the back of the success of the PCs. After the first range of computers was designed in 1983, the company changed its name to Apricot Computers.

However, right at the height of their success came the great fall. "We had to move from our own architecture to that of IBM," said Mr Foster. "I realized that if we stayed with our own standard it would be

a slow lingering death."

The number of staff was reduced from 1,100 to 700 and there was also a management shake-out. Now staff number 1,200 at Apricot.

Mr Foster is also committed to further reducing his reliance on the hardware side of the business.

"The real money comes from the myriad of services and software which add to the basic sales," he said. "We have currently more than two-thirds of profit from services and software. It could be 90 per cent over the next two years. We'll continue to acquire companies, to give us an extra 10 per cent growth per annum. A number of good high tech companies with sales of £5-10 million find it difficult to get beyond this and want to join us."

Apricot spends five to six per cent of turnover on research and development, and says the cost of development in the UK is cheaper than in Japan or the US.

"Pay can be one third of what it is in Japan and the US, and the products are sold in the same markets. We get what a US company would have to commit 10-12 per cent of turnover to achieve."

Mr Foster also stressed that he employs as many designers as people on the production line — about 200 in each area. "In the old days there were 10 designers and 10,000 in the factory. All the skill is in technological innovations."

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Sir Clive said motorists would drive on to roads and motorways which would take control of the vehicles. He added: "This way you can hugely increase the capacity of the roads because you can travel much faster and much closer."

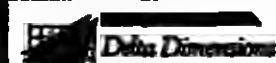
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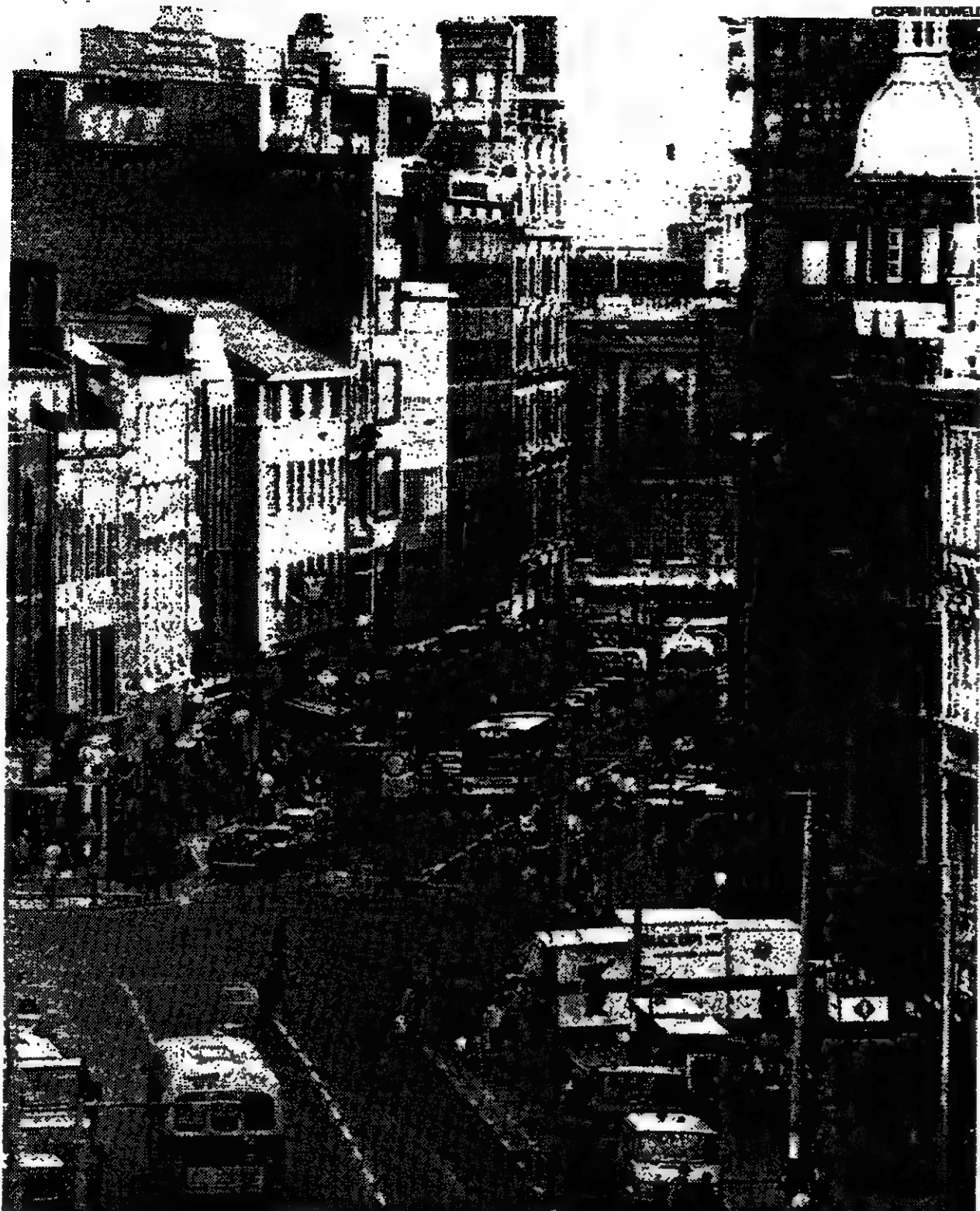


NORTHERN IRELAND

FOCUS

A SPECIAL REPORT

# Revival amid the stalemate



Belfast centre: A city coming to life with crowds in pedestrian zones, new restaurants and good business in the shops

It is now 20 years since the latest round of "Troubles" began in Northern Ireland, bringing the terrorism and violence which still continues. In recent years there has been a marked reduction in the number of deaths from the peak in the 1970s — and that holds true in spite of the recent resurgence in IRA activity — but few would dare to predict that terrorism is on the wane.

What is remarkable is the extent to which normal life continues in the province alongside it. The visitor from the British mainland, conditioned to see or read about little but bombings and shootings, is surprised to find Belfast a city in which hundreds of thousands of people are busy with their ordinary pursuits, and which, though it has its run-down areas, is now in the process of revival.

He has only to drive a short distance outside, and he is in the rolling green Irish countryside, with the mountains of Mourne or the glens of Antrim in easy reach. There are reminders of the grimmer side of life in occasional roadside checks, armoured patrols and barricaded police stations, but they are not obtrusive, and people accept them as a necessary precaution.

Moreover there has been a slight upturn in the Northern Ireland economy in the last year or two, reflecting the recovery of the UK economy as a whole. A report last month by the Northern Ireland Economic Council spoke of an overall improvement over the past year, with a modest increase in total employment and a reduction in unemployment (still at 17 per cent) — though it also had its reservations.

Meanwhile there is a continuing campaign to attract overseas investment into the province, partly by means of grants, partly by stressing the real advantages Northern Ireland has to offer.

But though progress has been made — and much done, in particular, to redress the grievances which originally sparked the outbreak of violence 20 years ago — there

Although progress is slow in the move towards political settlement, there are signs of economic resurgence in the province. Peter Strafford examines the attempts to restore normality



James Molyneux: Unionist MP for the Lagan Valley

seems little doubt that Northern Ireland is in for a long haul before it achieves greater normality. On the terrorism front, there are grounds for fearing further activity by the IRA; and on the political front, efforts to move towards a settlement by means of the 1985 Anglo-Irish agreement have run into deadlock.

The possession by the terrorists of Semtex, the powerful Czech-made explosive which, not having a smell, is particularly hard to detect, has made the task of the security forces that much more difficult.

On their side, spokesmen for the IRA say blandly that they regret that people have to die. But they argue that Northern Ireland is in a colonial situation, and that the "occupying power", Britain, would not otherwise be forced to leave. To give up the campaign of violence (though there are thought to be those in the IRA who would support that) would mean losing leverage.

The Anglo-Irish agreement, signed at Hillsborough, south of Belfast, on November 15, 1985, was a move of far-reaching significance, aimed at meeting the terrorist challenge by political means; and it has been the focal point of political discussion since then.



John Hume: Moderate SDLP leader and Eire MP

To reassure the unionists, it contained an assurance that there would be no change in the status of the province without the approval of the majority; while the setting up of an Anglo-Irish inter-governmental conference was intended to associate Dublin in the search for a settlement, and to reassure the northern nationalists that their case would be made.

For the moderate, and constitutional, nationalists of the Social Democratic and Labour Party, this was a great breakthrough. Seamus Mallon, MP for Newry and Armagh, told me that it was the most important decision taken since the partition of Ireland in the 1920s. It was a sharp notification to the unionists that they no longer had the veto they had long exercised on British policy; and it was calculated to meet the anxieties of the nationalist community.

Mr Mallon, like other members of his party, sees the agreement as a signal that London is no longer irrevocably committed to retaining Northern Ireland within the United Kingdom. The SDLP has used it as an argument in the nationalist community for abandoning the violence of

the IRA and taking a constitutional approach.

There has been little progress, however, since the agreement was signed. It was immediately rejected by the unionist community, for whom it was a shattering blow, and even among the nationalists of Northern Ireland it has had less success than had been hoped.

The view of the unionists is in some ways similar to that of the SDLP. They are not persuaded by the guarantee that the view of the majority in the province will prevail, and believe that the agreement is the first step towards excluding Northern Ireland from the United Kingdom.

This view was put strongly to me by Mr James Molyneux, MP for the Lagan Valley, who talked of "betrayal" and said that there had always been those in Whitehall who wanted to "get rid" of Northern Ireland, seeing it as another colony. He added that rather than accept unification with the Republic of Ireland, the unionists would demand independence, though apart from a small element they were opposed to the idea in present circumstances.

The outcome is that the unionists have refused to have anything to do with the British Government since the agreement was announced — most recently rejecting the offer from Mr Tom King, the Secretary of State for Northern Ireland, to take part in the review process coinciding with the third anniversary.

This has meant that nothing could be done until now about a major British objective, the setting up of a devolved government in the province to replace the present system of direct rule from London.

So stalemate continues, both in the fight against terrorism and in the moves towards a political settlement. But the people of Northern Ireland, both Protestant and Roman Catholic, are resilient. Life continues in the province. And with the recovery in the economy, and the action taken to redress the main grievances of 20 years ago, it is markedly better than it was.

## Shoppers flock towards a city springing back to life

One place which has shown a marked improvement in the last few years is Belfast itself. This industrial city and port of half a million people, which had its heyday in the late Victorian and Edwardian period, had sunk to a low ebb in the 1960s and 1970s. It was partly the result of the inner city decline seen elsewhere, and partly because of the troubles in the province.

Today, by contrast, it is showing signs of economic resurgence. There are still areas of decay, in West Belfast in particular and even in parts of the city centre. But elsewhere the city is coming to life again, with crowds in the pedestrian zones, good business being done in the shops, and newly opened bars and restaurants.

There are the bomb explosions and shootings — and little prospect that they will end soon. Heavily armed police and troops carry out their patrols. There is much shabbiness in the Falls and Shankill areas, where Roman Catholics and Protestants respectively live, divided by the graffiti-covered "peace wall".

But a determined campaign

by the city's Housing Executive has done away with most of the worst slum areas — so that the percentage of publicly owned housing classed as unfit has declined from 27 to 9 per cent. And in the city centre the grants that are available to developers (up to 75 per cent for the North Side) have encouraged new investment and building.

North of the imposing City Hall, completed in 1906, there is the £60 million Castle Court project, which will include shops and offices and is seen as a focal point for new development in the North Side, much of it still consisting of run-down and abandoned buildings.

East of there, along the Lagan river, there is a still more ambitious project, known as Lagan-side, designed to beautify a mile-and-a-half-long stretch of the waterfront.

The people who are happiest about the upturn in Belfast's affairs are the retailers

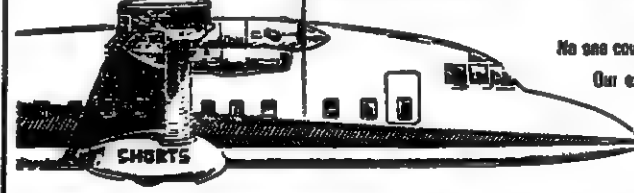
Estimated to cost £240 million, of which one-quarter will come from public funds, it involves building a bridge, dismantling Belfast's gasworks, and building housing, leisure centres and a marina. In the past Belfast has turned its back on the Lagan. Now, a new weir will keep its water at a suitable level, to avoid ugly and smelly mudbanks, and the river will be an attraction.

The people who are perhaps happiest about the upturn in Belfast's affairs are the retailers. Belatedly, Northern Ireland has caught up with the consumer spending boom seen elsewhere in the United Kingdom; and, since Belfast is regarded as being "under-shopped", they are doing a flourishing trade.

The Belfast Boots, for instance, has a better turnover than any other of the company's branches; while the Littlewoods branch comes third in the company's league, the Belfast BHS comes fifth, and the city's Marks and Spencer is 10th overall and second on food turnover. Not surprisingly, other retail groups from the British mainland are showing interest in the idea of opening up in Belfast.

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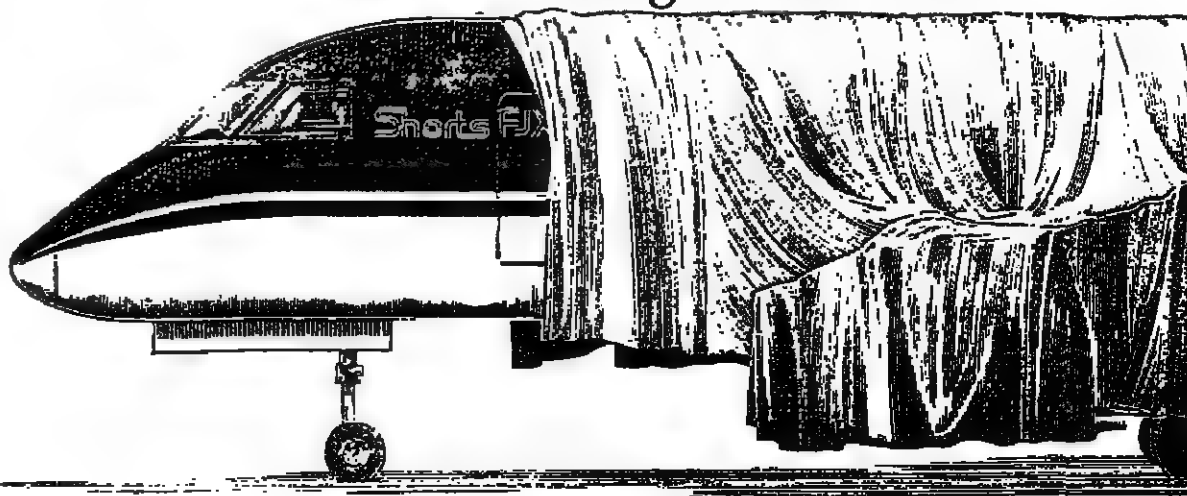
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FOCUS

NORTHERN IRELAND/3

# Antrim's peaceful high tech park

On a neat landscaped site outside the market town of Antrim there are about half a dozen new single-story buildings, each surrounded by lawns. This is the Antrim Technology Park, and it represents a side of life in Northern Ireland — peaceful and productive — which is rarely seen on television screens round the world, writes Peter Stanford.

It is one that the authorities, and particularly the Industrial Development Board (IDB), are anxious to promote. They are making a concerted attempt to encourage investment in the province, and they believe that they have a strong case to make, if only potential investors will overcome unfavourable preconceptions, and come to see for themselves what is on offer.

Mr Anthony Hopkins, chief executive of the IDB, concedes that it is a hard task in a competitive world. But he says that the visitors who do come are pleasantly surprised; and he points out that foreign companies which are long established, such as Du Pont and AVX, both American, have made substantial new investments.

Most of the foreign-owned companies are American, amounting to some two dozen, but there are also others from Japan, France and West Germany. They account



Technology and trout: Antrim Technology Park, financed by the IDB with smart units geared to high-tech business

for about 40 per cent of the employed population. Foreign investment is an important factor, therefore, in the province's economy. But since the De Lorean affair — a failure, the IDB insists, by the company rather than by anyone in Northern Ireland — there are no exaggerated expectations in that direction; and efforts overseas continue to be matched by action to stimulate Northern Ireland's own companies.

The Local Enterprise Development Unit (LEDU) is active both in helping people who want to start up new companies and in providing guidance for smaller existing companies (with up to 30 employees) which want to expand.

In both cases there is awareness that the approach to 1992, when the European Community plans to dismantle barriers between its members, is both a challenge and an opportunity. Mr Hop-

kins believes that the health of Northern Ireland's industry has already been much improved.

For his part, Mr Denis Babes, of LEDU, talks of the promotion of 4,570 new jobs in the 1987/88 year, a new record. He cites the work ethic of the people of Northern Ireland, both Protestant and Roman Catholic, together with the good industrial relations.

In the search for foreign investment, the IDB is still active in the US. But it is increasingly shifting its attention to the Far East, to Japan, South Korea and Hong Kong, where there are companies anxious to expand overseas, and to establish a foothold in the EEC before 1992.

Financial incentives are offered, in the form of investment grants principally. But Mr Hopkins believes that they are not the main attraction. More important are the advantages which Northern

Ireland has in its own right, not least its tradition as an industrial centre, with a record of engineering inventiveness going back to the Industrial Revolution.

Not long ago the economy of the province was in very evident decline. But it is now recovering, he says, and it also has one tangible asset: the highly qualified graduates of Northern Ireland's two universities, Queen's University in Belfast and the University of Ulster.

A special emphasis is in fact being laid on high-technology products and computer software. High-technology goods, being light, do not suffer competitively from being relatively far from their markets; while the software needs no more than a telephone line for transmission to a customer.

One example of the success of this approach is the new Neotech plant in the Antrim Technology Park, which began work only three months ago. It is making digital tyre pressure gauges for its parent company in Dallas, Texas, and the intention is that they should eventually be sold round the world by means of a marketing arrangement with the large Schrader concern.

Mr Jim Bloomer, the chief executive, told me that the Antrim plant is to be the sole manufacturing base for Neotech's activities and the sole centre for research.

## Fighting for a friendly image

The largely US-backed International Fund for Ireland is an entirely new source of capital to develop Northern Ireland's tourist infrastructure, with the start last month of work on central Belfast's first new hotel for almost 20 years, for which the IFI is contributing a \$400,000 grant, writes Robert Redwell.

"It is all genuine new money; and it is not being matched by pro-rata cuts in government funding," says Ian Henderson, NI Tourist Board deputy chief, recalling the endless rows about "additionality" which accompanied earlier European Regional Development Fund grants.

So far the IFI has provided \$6.2 million for tourist projects with another \$2.5 million allocated in its forthcoming third tranche. "There is no shortage of ideas coming forward, though too many of them, unfortunately, are from promoters anxious to risk other people's money without putting up any of their own," Mr Henderson notes, pointing out that US government rules demand private-sector contributions of at least 50 per cent.

The recent resurgence of terrorism will, inevitably, depress this year's tourism business marginally below last year's 940,000 visitors — the best annual result since the 20-year emergency began. The Enniskillen Poppy Day bombing last November occurred



Powerful sporting attraction: Northern Ireland has some of Europe's most envied fishing grounds, all freely available and uncluttered, like this spot near Ballinacorney, Co Down

just as 1988 holidays were being planned.

A major promotion aimed at the Scottish market, formerly the Ulster industry's main prop, was overshadowed by the murder of two corporals in Belfast only two days before the launch. Similarly, an advertising drive to lure Republic residents north for the August Bank Holiday weekend was postponed after the Omagh bus atrocity in which eight soldiers died.

"The image is something only the government and the IDB can do much about, and we are going to do some joint promotional videos with them," says Mr Henderson.

For all the setbacks, development of Ulster's tourist facilities and attractions proceeds apace. A drive is now on to raise \$4 million from private investors for the development of Navan Fort, a huge pre-historic earthwork overlooking Armagh city.

Dating from 3,000 BC, it is known in Celtic legend as Emain Macha, the seat of the

ancient kings of Ireland, and can be likened to Ireland's Camelot.

The Navan Fort study preceded a development study of Armagh city itself, to be completed next month. The NITB considers Armagh to be Ulster's least developed tourist asset — Ireland's ecclesiastical capital, with two Cathedrals, a planetarium, observatory, some fine Georgian architecture and much else.

Being readied for the spring is the first phase of a History Park at Gortin, in the Sperrin Mountains of Tyrone, where all manner of settlements from pre-Christian crannogs and raths to fortified farmhouses of the 17th century Ulster plantations are being reconstructed.

At the neighbouring Ulster-American Folk Park a typical 19th-century emigrant ship and dockside street are being replicated, while at Bangor, Co Down, the first berths in a 600-yacht marina will be available next spring.

In the longer term yachting facilities are also planned along the stunning Antrim coast, where safe anchorages and berths are currently rather than hen's teeth, with a projected marina at Cushendall. The Bangor marina, meanwhile, is being accompanied by the wholesale refurbishment and re-development of the sadly faded seaford of what was once NI's premier seaside resort.

A new field of development is industrial tourism, exemplified by works tours of the world-famous Bushmills whiskey distillery. Co Antrim — opened on the same site in 1608 and Ireland's oldest extant industrial enterprise.

Another new factory now being built for cut-glass manufacturer Tyrone Crystal at Dungannon incorporates from the outset, a high-level walkway through all processes to packing and dispatch. For tourist rubber-necks. This is largely an educational promenade which ends — surprise — in the factory shop.

## Not much euphoria from the farmers

Agriculture is Ulster's largest industry, employing more people than the shipbuilding and the aircraft sectors and providing pay packets for around 13 per cent of the working population.

And with incomes having increased by over 80 per cent in the past 12 months one would expect everything on the land to be rosy.

Far from it, as leaders of the province's two main farming organizations, the Ulster Farmers Union and the Northern Ireland Agricultural Producers Association, would contend.

According to the Department of Agriculture, farm incomes in Northern Ireland have risen in the past year from \$22.2 million in 1986 to \$113.8 million, an improvement of 83 per cent.

But those who look after the interests of those who look after the land are less than euphoric about that. Four years ago farmers' incomes were worth \$130 million, so that any improvement — coming as it does after two successive years in which producers suffered significantly from a fall in farm

returns — is welcome, but is little more than a signpost on the road to financial recovery.

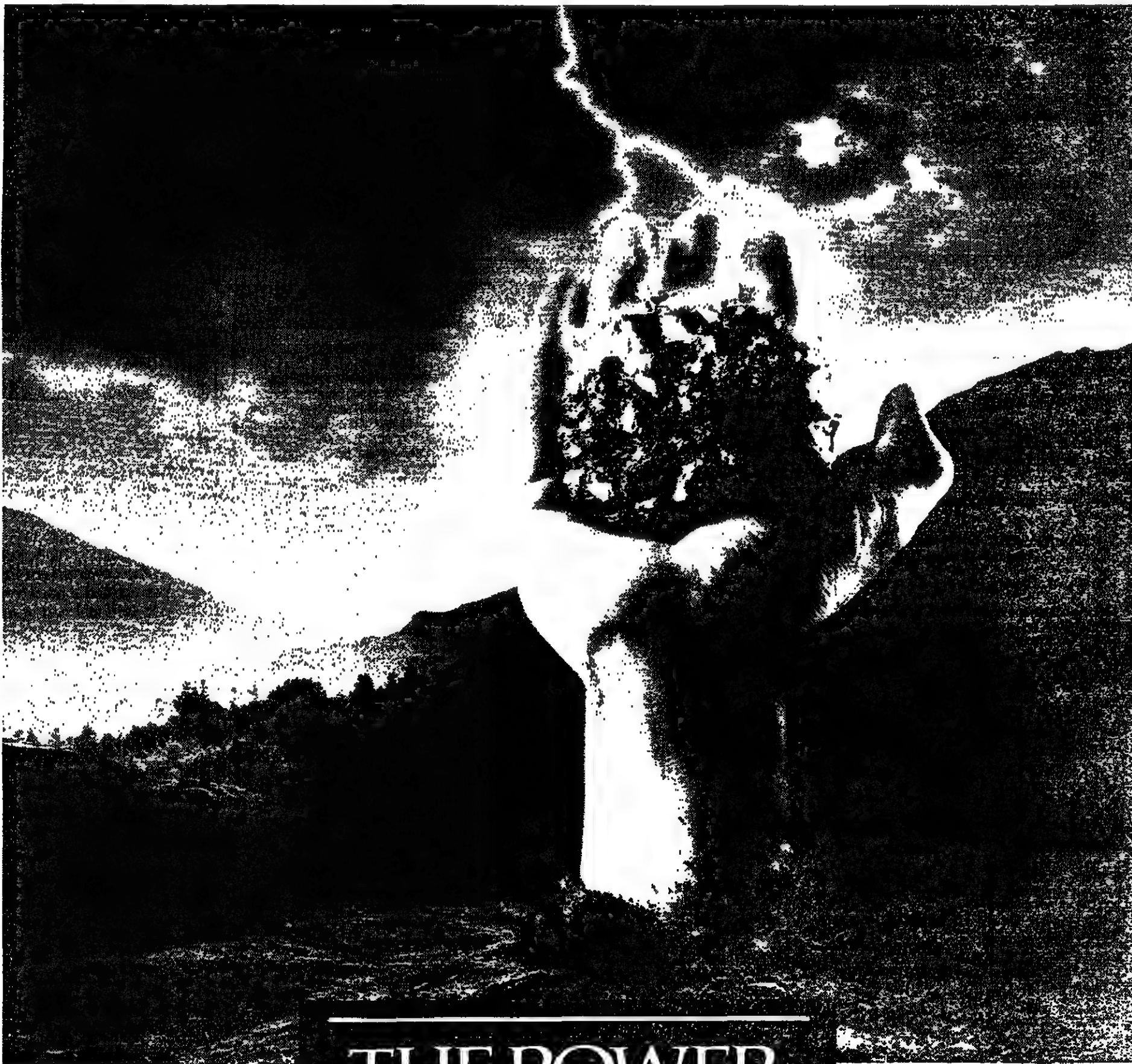
The present year has also been one of change for Ulster farmers. The creation of the province's second Environmentally Sensitive Area will benefit hundreds of farmers while the International Fund for Ireland will help others, especially those in the disadvantaged regions of the province who are diversifying into alternative enterprises.

The industry has seen its first privatization — the passing of the state-administered livestock artificial insemination service into other hands — but it is too early for farmers to gauge the benefit.

Of one thing they are certain. They are not happy about a government decision to make them pay for all on-farm advice.

The criticism is being made — and the government's own figures are being used to substantiate it — that those hardest hit will be the country's smaller farmers who have to live on an income of only £50 a week.

Michael Drake



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For further details and information contact CHRISTINE NEPPENSTALL on 01-631 2288 (days) or 01-635 3717 (eves & weekends).

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## LEGAL &amp; FINANCIAL

By Edward Fennell

## Milan welcomes the Brits

To succeed in Milan you must have a sense of style. So 10 days ago Frere Cholmeley chose the grand venue of the Circolo della Stampa, a mere spaghetti strand away from the Duomo, to tell the Milanese that it was open for business.

Being Italians, the guests would not wear any badges to identify who they were (come to that, they did not reply to the invitations, either). But as we munched our way into the plates of pizza and delicious chocolates, it was evident that curious local lawyers, accountants, businessmen and diplomats were turning out in their droves to hear what Frere had to say.

For Tony and Anne Hancock, the husband-and-wife team who are setting up the office, it was a suitably glittering entrée to the Milanese professional scene. Mr Hancock said: "We aim to offer a service to Italian clients whose interests are outside Italy. Through the firm's experience in France and with our strong links to Germany, we have proved we can operate in an international legal framework."

"We also think that we are good at providing a bridge between the Anglo-Saxon and the Latin. So what we are doing, in fact, is selling legal skills for the Common Market at a time when Italy has never been more interested in the EEC's possibilities."



Husband-and-wife team Tony and Anne Hancock, who have set up a Milan office for lawyers Frere Cholmeley



Mr Hancock, backed by Anne, a talented linguist, used to operate from the Frere office in Monte Carlo. They are building on their formidable success there to launch into Lombardy just as Italian industry and commerce is waking up to 1992. Already, within a fortnight of arriving, they have picked up three substantial clients and, say to local observers, their handling of the Milanese legal scene so far has been faultless.

British lawyers aren't entirely new to northern Italy. Linklaters, for example, set up shop in the mid-1960s but although it picked up some private client work it never cracked the corporate market. Part of its problem was that it tried to work independently. In Italy, however, even more than in the UK, you need friends who can open doors from the inside.

"The way to break into Milan," I was told, "is to be associated with well-established local professionals and to work in conjunction with them. The way not to do

it is to set up by yourself in isolation from existing practices."

As it happens, Frere Cholmeley is sharing a studio legale with two Italian lawyers, Mauro Barbi and Laura Cosciani, while also being associated with an accountants' office run by Giorgio Aletti and Michael Neal, a former partner with Ernst & Whinney. By being part of such a set-up the Hancocks find themselves instantly on the inside track of local life, with access to everything from business contacts to tickets to La Scala.

Giving his warm approval to Frere Cholmeley's arrival and admiring the address of the Hancocks' touch is Marcello Agnoli, a partner with the firm Pavia e Ansaldo which, through the international Enrolawyers Club, is associated with the London firm, Theodore Goddard.

Unlike most Italian lawyers (who share the costs of their studio but operate independently in the manner of barristers' chambers), Pavia e Ansaldo is one of the

handful of Milanese law firms whose structure would be recognizable to Anglo-Americans.

Set up in the 1960s by Dr Enrico Pavia (a distinguished Jewish lawyer who fled to Britain in 1938, formed Pavia and Harcourt in New York, and then returned to Italy after the war), Pavia e Ansaldo combines the strength of the conventional partnership arrangement with a flair and character that is all Italian. With "branch offices" in Genoa and Rome, Pavia e Ansaldo is one of Italy's strongest legal outfits.

Advocate Agnoli explained: "Frere Cholmeley will be given a warm welcome because Milan is an international city and welcomes newcomers. It has chosen the perfect time to open here. But to do that, the people it must convince, above others, are the accountants."

David Stewart, a Scottish partner with Arthur Young in Milan, is typical (despite being a Brit) of those accountants. Frere Cholmeley needs to impress. Arthur Young is strong in newspapers and banking in Milan (with two of the eight quoted banks), though its client profile stretches across retail, pharmaceuticals, and manufacturing.

Like Marcello Agnoli, he complimented Frere for sending an experienced man to Milan who understands the way the Latin mind works. Even so, he pointed out that local Italian lawyers are very good and most have their

links with London already arranged.

Italian audit firms are forbidden by law to participate in any other activity, so there is an entirely separate Arthur Young consulting firm. Clients are obliged to switch their auditors after a maximum of nine years so in the early 1990s there could be a major switch-round of work. At present, Arthur Andersen, with 515 professionals throughout Italy, is ahead of its nearest rival and unlikely to be shifted from its lead position. But according to John Stewart, there could be significant changes among the chasing group (made up basically of the remaining seven of the big eight).

All seven are jockeying for positions. Extensive public-relations campaigns are lobbying the decision-takers in the run-up to the end of the decade. AV reckons its trump card is its recent investment in the DSS, a computer-aided audit tool, which staff take out with them and whose sophistication fascinates Italian clients.

Howarth & Howarth Italia SaE (a member of the worldwide group of which Stoy Hayward is the UK representative) is part of the second group of smaller chasing firms. Its strength lies in its number of "voluntary audit" clients, but it hopes that disenchantment with the scale of the big eight's operations will be a factor in its favour come the certain shake-out of the 1990s.

## BRIEFLY

## Hugh's happy landing



Hugh Garret: high-flier flown

Ever since the flight-deck of British Caledonia was taken over by British Airways, various members of the crew have been deciding whether to pack their parachutes and jump.

One who has just made a neat landing, with Constant and Constant, is Hugh Garret, the high-flying director of legal services at B-Cal and a board member.

Mr Garret said: "After the intimate atmosphere at B-Cal, it would have been hard to adjust to the larger, less-personal style of BA. And, in any case, after nine years at B-Cal it was good to move on to something new."

The recruitment of Mr Garret by Constant and Constant is part of a move to spread the wings of the firm's aviation department. There is a lot of aviation work around, but not enough experienced people to do it. Mr Garret expects to add his commercial aviation to the firm's established legal expertise and to act for banks and leasing companies as well as airlines.

He also expects to keep in touch with the B-Cal "Old Boys". He said: "There's an enormous network of us now scattered across the industry. I'm sure my contacts among them will be invaluable as we build up the client list."

## Free advice from PMcL

Does the generosity of Peat Marwick McLintock know no limits? John Alexander, above, a partner in its corporate recovery and insolvency practice in London, is co-ordinating its newly launched Solicitors' Advisory Scheme, which offers solicitors everything from free expert advice, to publications, briefings and access to other information.

Mr Alexander says: "We are finding that many small firms of solicitors are doing occasional liquidation work and appreciate guidance from accountants who are doing it all the time. Our free service means that they can keep up to date and get initial advice at no cost."

Though the service is being aimed at London lawyers, the signs are that it may be extended nationally. The Legal & Financial column has meanwhile negotiated its own special deal with Peat's. Readers outside London who want to join the scheme should mention this column when writing to Mr Alexander at Peat Marwick McLintock, 1 Puddle Dock, Blackfriars, London EC4.

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## LEGAL APPOINTMENTS

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Our Client, one of the top twenty City firms, seeks a senior lawyer to join its commercial property department to co-ordinate and develop its construction work.

Primarily non-contentious, the work will embrace project appraisal and pre-contract advice for owners, developers, contractors and financing institutions and the settling of contract documentation. The role will also involve liaison with the firm's contentious construction lawyers.

The successful applicant will ideally have a construction industry background or be an ambitious senior assistant in private practice. Crucial attributes include the necessary gravitas and energy to spearhead the growth of this sector of the department's work.

The initial salary will be excellent and it is envisaged that the position will justify an early partnership.

For further information, please contact Gareth Quarry on 01-405 6062 (01-228 5345 evenings and weekends) or write to Quarry Dougall Recruitment, 46 Bedford Row, London WC1N 2BL.

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## THE LAW

## Greater power for a quiet giant

This year the Council on Tribunals has its thirtieth anniversary. Each year Parliament creates new tribunals to come under the council's supervision (this year relating to banking appeals and financial services); its whole responsibility now totals 70 different systems in which more people have the chance of exercising their rights than in the High Court and County courts put together.

The prime concern of tribunals, unlike that of courts, rests with the merits of administrative decisions. Mostly they deal with differences between citizens and the state, but some, as in industrial tribunals, handle disputes between citizens. In continuing to expand the system, one of Parliament's main aims has been to make adjudication in these areas both cheap and accessible.

If an alternative is sought, it would have to be found either by making the executive the final arbiter in disputes to most of

which it is itself a party, or by transferring the jurisdiction of tribunals to the courts. Neither of these options is attractive, in principle or in cost.

The system has grown to a huge size. Last year there were 568,000 tax appeals, 230,000 social security appeals, 190,000 rating appeals, 34,000 employment appeals, 20,000 rent appeals and about 5,000 hearings by mental health review tribunals. Yet, as a whole, the system attracts little attention and is largely taken for granted as a quiet, inexpensive, valuable part of our social and economic infrastructure.

But parts of the system, and in particular the council, are gradually being submerged by rising obligations, so that the question has to be put whether the limited



powers conferred on it by an Act of Parliament 30 years ago (and renewed in 1971) are any longer consonant with responsibilities emerging in a new political and administrative climate.

In the heyday of the welfare state, when the council's role was created and confirmed, the protection of individual rights appropriately took effect through the creation of counter-official, watchdog agencies using openness and fairness as their dominant standards.

Today the national emphasis is

It is time for the Council on Tribunals to have much wider powers, Sir Cyril Philips writes

political and administrative policy has shifted from seeking consumer satisfaction in these ways into creating it through the forces of the market place. In this new climate of opinion and administrative culture, standards of effectiveness, efficiency and expedition have gained emphasis.

In this context, the Social Security Act of 1986, for example, referring to the new Social Fund, removed the right of appeal to a tribunal and provided instead a social fund commissioner who is both to appoint social fund inspec-

tors and to check their work; and who will be responsible to the Secretary of State. Moreover, the "Parliamentary Ombudsman" is no longer to enjoy jurisdiction in this area.

In 1980 and again in 1987 the council sought wider powers to act as an advisory body over the whole area of administrative adjudication in the tribunals, and also a right to be consulted on relevant, draft primary legislation. Government has not accepted this largely because of the extra resources needed. Instead,

what will virtually constitute a re-enactment of the 1971 act is likely soon.

A pertinent example of the Government's dilemma is the case the council has mounted to bring about the reform of the administration of income tax. There are now about 5,000 general commissioners in England and Wales, and 460 in Scotland. They are unpaid, receive no formal training and are assumed to learn on the job. Most of the appeals which they hear concern assessments made by the Inland Revenue when a taxpayer has delayed the return.

What is of public concern is the close involvement of the Inland Revenue (which is a party to all appeals) in the organization of appeals and also of the general

commissioners themselves. In the view of the Council on Tribunals, responsibility for the general commissioners should rest with the Lord Chancellor's department not the Inland Revenue.

The general commissioners, who deal with more than 500,000 cases countrywide each year, need some form of central organization, some central managerial input, if inconsistencies are to be reduced. They also need some training to cover the basic principles of tax law and procedural rules, and to encourage good practice at hearings. But resources are scarce.

In this and other areas of its responsibility, the council will continue to use its now well developed and widely attested arts of persuasion. But a perhaps unfair critic says its predicament reminds him of the grey whales caught in the pack ice.

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Sir Cyril Philips is the chairman of the Council on Tribunals

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## LEGAL APPOINTMENTS

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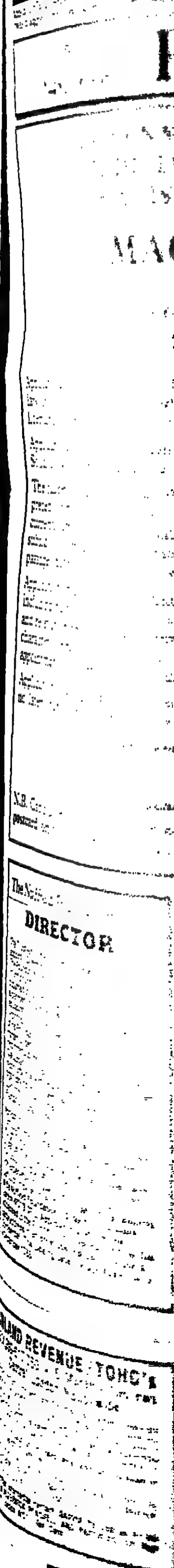
You will head a senior management team of 3 directors, responsible to the Commissioners for all aspects of the Commission's operation and management. Accountable to both them and to Parliament, you will provide advice on strategic direction and on the development and implementation of programmes and policy.

You will represent the Commission, often at the highest levels and will be expected to explain and promote its policies as well as guiding relations with other organisations and its voluntary county committees. Based in London, you can expect to

spend some of your time at Salisbury and at the county and regional offices of the Commission. Probably aged in your 40s or early 50s, you must have an understanding of the operation of a non-departmental public body and a strong interest in rural affairs. You should have experience of general management of a widely dispersed organisation and be familiar with the needs of small businesses. The ability to demonstrate analytical, leadership and communication skills is a prerequisite to this senior appointment.

For further details and an application form (to be returned by 28 November 1988) please contact the office of Lord Vinson, Chairman, Rural Development Commission, 11 Cowley Street, London SW1P 3NA. Telephone: 01-276 6948. Please quote ref: G7780.

An equal opportunity employer





## HORIZONS

## Young and rising fast



Angela Griffin at Sandwell town hall, West Midlands: England's twelfth biggest district council, with a £300 million annual budget

The town clerk used to be a remote figure, a bearded mandarin at council meetings inspiring awe in his deferential staff — and even from his supposed political masters, the councillors. He — no women were considered appropriate for such eminence — was almost always a lawyer and usually served his authority until the day of his retirement.

The change since the 1960s has been remarkable. Victorian or Edwardian town halls have been replaced with vast modern offices to accommodate the larger districts created in the 1974 reorganization of Britain's century old system of local government.

Controlling the thousands of staff employed by the average large town council are a new breed of chief executives who, though the American parlance is not yet current, are city managers in all but name.

The couple of dozen new chief executives appointed to Britain's 541 local authorities last year included finance directors, planners, housing directors, administrators and even, sign of the times, a leisure and publicity officer. Two-thirds came from outside authorities. Local government is, after all, a massive countrywide industry spending a quarter of all public money.

The chief executives' club (titled, rather appropriately, Solace) remains, however, firmly traditional in one respect. It is almost

Angela Griffin this week became Britain's senior woman local authority chief executive. Bob Smyth looks at a career that will encourage women in local government

entirely male. Four women have made it to the top.

Redditch, an old market town incorporating a new town of 1960s origin, appointed Angela Griffin chief executive officer in 1985. Then at 37, she had notched up an impressive career record which, with her additional experience at Redditch, has now made her the chief of England's twelfth biggest district council — Sandwell, population 310,000 with a yearly budget of £300 million.

With a degree in botany from Nottingham, she started in local administration at Basildon in the late 1960s.

She said: "I was lucky to join an authority which was introducing innovative thinking."

As part of its management philosophy, it also allowed her part-time off to acquire a diploma in municipal administration. Her second employer, Westminster council, which she joined as an assistant committee clerk, followed suit. Taking a year off, she obtained a master's degree in local government studies.

Back at Westminster she was soon at the heart of city hall life as committee clerk for the all-powerful policy committee — a concept introduced during this modernizing decade. By 28, she was

handling the finance and scrutiny committee.

Local-government funding is a topic of deep complexity. Angela was, she agrees, fortunate to be thrust into this field since "local government finance hasn't been a mystery to me".

(She was also lucky in that Westminster's chief executive was secretary to the London Boroughs Association. As a consequence she was afforded a bird's eye view of the local government scene in the capital and access to negotiations with the Department of the Environment at national level.)

By the beginning of the 1980s, with unemployment becoming a problem, councils took an increasing interest in job creation initiatives. Returning to Basildon as a principal corporate development officer, Angela found economic development part of her new brief. (Promoted, twice, to become assistant town manager — effectively deputy chief executive — she amassed experience of further areas of council activity including decentralisation initiatives and public relations.)

So to Redditch in 1985 as England's first woman chief executive. In the last three years, in line with the leadership's intentions, she has presided over a

period of change more hectic than at any time in local government history. Redditch commissioned surveys of its tenants to identify what they wanted, rather than what the council thought they should want. It collaborated with the business community in promoting commercial prospects for the area.

Of her relationship with elected members, she suggests that good professionals find the tension creative rather than restrictive. "If you weren't capable of working with politicians you wouldn't be in local government at this level. Of course they have their bees in the bonnet. Why not? They are elected to carry out programmes they believe in. We are here to advise on the implications and to carry out what they decide on the basis of that advice."

She agrees that not having children is a factor in her rising so far so fast. It has, perhaps, also allowed her to negotiate with her new employers a term contract of the kind increasingly favoured for top managers. Whereas the going rate for a chief executive of a metropolitan borough is about £40,000, her own is higher — "to compensate for the greater insecurity" — for the five-year agreement.

She says: "I've always enjoyed the work. It is stressful, but perhaps one learns to hide stress better. By and large councils do a lot of good. Local government has been responsible for many innovative activities, some of which the government has taken over."

## NOTICEBOARD

## Poly jobs increase

Good news for polytechnic graduates. A report published last month shows that more students graduating from polytechnics, men and women, are moving directly into employment after leaving college. For the first time fewer than one in 10 are believed to be unemployed six months after graduating.

The report, published by the Association of Graduate Careers Advisory Services, also reveals a trend towards finance and sciences with fewer polytechnic graduates entering the civil service and local government. There were significant increases in the numbers of graduates heading for jobs in marketing, management, computing, finance and scientific research.

The report, *First Destinations of Polytechnic Students Qualifying in 1987*, is available, price £11.50 (inc p & p) from the Committee of Directors of Polytechnics, Kirkham House, 12/14 Whitfield Street, London W1P 6AX (01-837 5930).

Crutfield School of Management is recruiting top graduate linguists for a one-year MA in European Management. The main aim of the programme is to provide graduate linguists with an appreciation of the fundamentals of management and a knowledge of the European business environment while ensuring that their linguistic skills are also gained for use in business.

Initial inquiries to Colin Gordon, Crutfield School of Management, Bedford MK43 0AL (0234-751122).

01-481 1066

## PUBLIC APPOINTMENTS

01-481 1066

GOVERNMENT OF BERMUDA  
JUDICIAL DEPARTMENT  
MAGISTRATE'S COURT

## MAGISTRATE

PS 38 - 40  
\$56,983 - \$61,780  
(\$BDA = \$US)

Applications are sought from candidates with a thorough knowledge of Criminal and civil law and of the matrimonial jurisdiction of magistrates' courts. A knowledge of liquor licensing and experience of Coroner's courts is desirable.

Applicants should have a minimum of five years experience in practise at the Bar or as a Solicitor with relevant experience in court work.

The successful candidate will be offered a 3 year contract to work in Bermuda where at present there is no personal income tax. Other non-refundable statutory deductions currently amount to 5% of gross salary. The cost of living is generally high, but a housing subsidy will be paid if rent exceeds 25% of salary. Allowances towards the total costs of passage, baggage and settlement will also be provided.

Applications must contain full details of personal circumstances for Immigration purposes, including number of dependents, employment, academic and professional qualifications, and relevant experience. The names and addresses of four referees (two professional, two character), telephone numbers for confidential contact and an indication of when any appointment could be taken up should also be included.

Applications quoting reference number 937/03/12(E) to be forwarded by air mail to arrive no later than 29th November, 1988 to:

The Director of Personnel Services  
Global House  
43 Church Street  
Hamilton, Bermuda HM12.

N.B. Candidates who wish to receive an acknowledgment must enclose a self-addressed postcard only with their application.

## DISABILITY SERVICES AUTHORITY

A Special Health Authority for Artificial Limb Wearers and Wheelchair Users

## DIRECTOR OF OPERATIONS

(Salary Range £31,558-£34,808)

Applications are invited for this post which will become vacant at the end of this year due to the promotion of the present incumbent. The successful applicant will be expected to contribute to policy making at the highest level to the Authority, will be a member of the Senior Management Team directly responsible to the Chief Executive, and will be in overall charge of all aspects of service delivery in the field.

The Authority is responsible for the delivery of disability services to some half million patients in England in the form of the supply and maintenance of artificial limbs and wheelchairs. The Authority will exist until 31 March 1991 and the successful applicant will be appointed on contract to that date. During that period the Authority is charged with making substantial changes and improvements to its services, and planning with Regional and District Health Authorities the integration of these services with other health services provided by them. The Authority has a revenue budget of some £60m, and currently employs some 1,000 staff. Most of these are employed in its Regional organisations, the 14 Regional Managers themselves being directly responsible to the Director.

This post offers a unique opportunity to deal with all the problems of organisational change and requires an imaginative and responsive management style. The successful applicant will be likely to have a Health Service background with a proven record of success. Personal experience would be an advantage whether exercised in a specialist or general management capacity, although based in London, there is a requirement for travel throughout England as the leadership of a countrywide organisation needs the appropriate amount of face-to-face contact.

Prospective candidates wishing to have an informal discussion with Melvyn Jeremiah, the Chief Executive of the Authority, may contact Mrs Bridget Hunt on 01-696 6811 ext 3308.

Further information and application forms can be obtained from Adrian McNeil, Secretary to the Authority at 14 Russell Square, London WC1B 5EP. 01-696 6811 ext 3072.

Applications must be submitted to the above address by 30th November 1988.

DSA

## Research, Valuation and Development Manager

Up to £16,704 or £18,846\*

Responsible to the Assistant Director (Housing), you will have wide range responsibilities supporting all areas of housing. These will include:

- principal responsibility for the Capital Programme
- acquisition and disposal of properties and land
- right to buy
- identification of site potential
- contract management
- research into housing needs, current trends and legislation.

Applicants should have an appropriate professional qualification and several years experience in a senior post.

To progress beyond £16,704, we would require a Surveying, or similar, qualification.

Benefits for this post include: Generous Pension Scheme or Commuter Allowance; Possibility of Mortgage Subsidy Scheme; Car Allowance, with Car Loan Facilities or Car Leasing Scheme; BUPA Membership after qualifying period; Flexitime (including Flexidrive); 1 relevant Professional Subscription paid per year; Commute Allowance; Sports and Social Club.

For an informal discussion, please contact: Alan Walker - Director (Ext. 392) or Ian Murray - Assistant Director (Ext. 386).

Application forms and Job Descriptions are available from the Personnel Office, Council Offices, Knowle Green, Staines, Middlesex TW18 1XB, or telephone 0784-65250 (24 hour answerphone).

Closing date: 16th November 1988.

Spelthorne

## The Nuffield Foundation

## DIRECTOR

The Trustees of the Nuffield Foundation wish to appoint a Director. The Foundation has an income in excess of £4 million pounds per annum, most of which is disbursed as grants in support of research and experiment in science, medicine, social research, education and ageing. The Director will be responsible to the Trustees for the administration of the Foundation, for advising the Trustees on matters of general policy, and for making recommendations on individual grant applications. The successful candidate will therefore be involved in consultations with researchers, voluntary organizations and government departments on questions concerning the development of the Foundation's grant making policies.

Applications should be accompanied by a detailed curriculum vitae and the names of two referees, though Trustees may consult others at their discretion. The initial salary will be negotiated with the successful applicant in the light of his or her age, experience and qualifications. Further particulars may be obtained from Mrs S Jayasuriya at the Nuffield Foundation, 26 Bedford Square, London WC1B 3EG. Applications should be addressed to the Rt Hon Lord Flowers, FRS, at the same address in an envelope marked 'Private & Confidential'. The closing date for applications is 9 December 1988.

## INLAND REVENUE/TONG'S

£14,000-£17,750 + 6 Monthly Reviews  
Central London/Nationwide

Professionalism, prospects and full practical training - these are some of the benefits of joining an International Accountancy Practice. Working in 30-strong tax departments alongside a number of successful ex-Revenue staff, you will gain experience of all aspects of UK tax including the use of computers.

Promotion and salary are reviewed twice yearly and are based on merit and length of service.

Opportunities in branch offices include: CROYDON, BIRMINGHAM, BRISTOL, MANCHESTER, NOTTINGHAM, READING, LEEDS AND SOUTHAMPTON.

For further information contact: SHARON PALLER on 01-484 3159 at ALDERMERE PLACE, 100 PARKWAY, 12th Floor, London WC1A 1DF.

## NATIONAL HERITAGE MEMORIAL FUND

## ASSISTANT DIRECTOR

£12,184 - £15,208  
(including London weighting)

The National Heritage Memorial Fund is a government-funded organisation in the control of Trustees appointed by the Prime Minister. The Fund is empowered to give financial assistance to conservation organisations towards the acquisition and preservation of items of importance to the national heritage, such as works of art, buildings and areas of countryside. The Trustees are served by a small London-based staff.

The Fund wishes to appoint an ASSISTANT DIRECTOR who will be closely involved in dealing with applications for grants and loans, in making relevant enquiries and in assisting with negotiations. Travel within the United Kingdom may be involved. Applicants must have administrative experience. An interest in the national heritage is essential.

Letters of application should be submitted to the Director of the Fund, from whom further particulars are available, by 25 November 1988.

The National Heritage Memorial Fund is an equal opportunities employer.

The National Heritage Memorial Fund,  
10 St James's St, London SW1A 1EF.  
Telephone: 01 930 0963

## FYLDE BOROUGH COUNCIL

Environmental Health & Housing Department

## Principal Housing Officer

P.O. 35-38 - £14,178 to £15,417

The Council is seeking applicants with a wide experience in public sector housing matters to take control of the Council's housing stock. The successful applicant will be in possession of an appropriate professional qualification, be able to lead and motivate staff and be committed to providing a responsive housing service.

The Area is a pleasant place to live and work and comprises the coastal resorts of Lytham and St. Anne's, the market town of Kirkham and the rural hinterland between the River Ribble and River Wyre.

The Council offers generous relocation expenses and may provide temporary housing to suitable applicants. The post carries an essential user car allowance.

There is no application form. Applications should be in your own style, to reach the Chief Personnel Officer, Town Hall, Lytham St. Anne's, Lancs. FY8 1LW, by 21st November. The names and addresses of 2 referees should accompany your application.

For more information contact the Director or Assistant Director on 0253-784141.

## RIBBLE VALLEY BOROUGH COUNCIL

## SENIOR ACCOUNTANT

S01 (£11,934-£12,729) (inc. Pay Award)

Applications are invited from persons actively studying for an Accountancy qualification or from experienced Accounting Technicians for this important post.

The post is within the Accountancy Section and responsible for budget preparation, monitoring and final accounts for the Council's Direct Services Organisations.

The work will involve developing financial systems to aid the provision of Management Information within a changing environment, making maximum use of information technology and will give the successful candidate valuable experience in financial management.

Application forms and further details are available from Chief Executive and Director of Corporate Services, Council Offices, Church Walk, Clitheroe BB7 2RA. Telephone (0200) 25111, extension 2002.

If you would like to informally discuss the post please ring Marshall Scott, extension 3002. Applications must be received by Friday, 11 November 1988.

## EXCELLENT OPPORTUNITIES IN FINANCIAL POLICY AND CONTROL

The Building Societies Commission is responsible for the supervision of building societies to protect investors. It also administers the legislative framework which governs societies' constitution and business.

As the Commission's main point of contact with building societies, you will be responsible for supervising the activities of a group of societies of varying size and complexity. You will monitor current activities, consider the implications of existing and proposed policies, and review the adequacy of business control systems. You will also have responsibility for specific issues and policy areas, which can involve initiating and developing prudent policy for the industry as a whole.

You must be able to demonstrate a good practical understanding of one or more of the following: accountancy (for 2 of the posts a professional accountancy qualification and recent systems audit experience are essential), economics, financial institutions and markets, or financial regulation. You will be required to represent the Commission with societies at all levels and need to have the ability, personality and presence to quickly gain the confidence of directors and management.

## SUPERVISORS

## FOR THE BUILDING SOCIETIES COMMISSION

Period appointments up to 5 years or permanent posts are available.

Starting salary will be in the range £19,975-£25,485 with further increments depending on performance up to £27,670. A salary above the maximum may be awarded to exceptional candidates.

Relocation expenses of up to £5000 may be available.

For further details and an application form (to be returned by 30 November 1988) write to the Building Societies Commission, 15 Great Marlborough Street, London W1A 2AX or telephone 01-437 9992. Please quote ref: 6/7771.

The Civil Service is an equal opportunity employer

REGISTRY OF FRIENDLY SOCIETIES









# Another Schedule to excel for Brooks

By Mandarin  
(Michael Phillips)

With 11 winners from 33 runners, Charlie Brooks has made the most of his first season with a licence that most trainers only dream about.

Following a treble on Saturday, he now appears to have an excellent chance of winning the Woolfe Lambskin Products of Street Novices' Chase at Devon and Exeter today with Another Schedule.

The prevailing good ground is a pre-requisite as far as Another Schedule is concerned. For he ran his only bad races last season when he lost his action in soft going.

When the ground was in his liking at Doncaster in February he put up quite a smart performance to beat Inde Pulse by a short head over hurdles.

In his first steeplechase at Wincanton 12 days ago, Another Schedule ran well to

Impression. Dawn Prince, Malicho and Wild Deal who all fell last time out.

Okettec, who like Another Schedule belongs to Mrs Gary Black, has also made the trip to the West Country course for the Whitbread Best Bitter Novices' Hurdle.

While conceding that it was no disgrace to be beaten 10 lengths at Worcester first time out by Imadyna, especially in view of the way that the latter then won at Ascot, I still feel that Okettec will be hard pressed to beat Tim Forster's recent import from Ireland, Fiddlers Three, who ran out an easy winner over the same course and distance 11 days ago.

Later in the day stable and travelling companion Free Travel can complete a double for Forster by winning the Tote Girls Handicap Hurdle.

First time out he was a creditable third at Wincanton

to Noble Storm, who added further weight to the form by winning again at Kempton last Thursday.

The earlier division of the novice hurdle may be best left to Aesalon Law, who showed the requisite ability when winning a couple of bumper races at Hereford in the spring.

When Little Pavelet contests the Happy Eater Restaurant West Country Champion Challenge Trophy he will be running in the race for the third year in the row.

After finishing second at the first attempt, he won it 12 months ago, giving Dart Over 13lb and a four-length beating.

So, following that bloodless victory at Fontwell three weeks ago, he should have nothing to fear from Dart Over now that he will be meeting him on 5lb better terms compared with last year.

A more obvious danger is Midnight Madness who was



Team of the year: Michael Roberts and Moto, winners of the Eclipse and King George

## DEVON & EXETER

**Selections**  
By Mandarin

1.15 Auction Law.  
1.45 Fiddlers Three.  
2.15 Little Pavelet.

2.45 That There.  
3.15 ANOTHER SCHEDULE (nap).  
3.45 Free Travel.

By Michael Seely

1.45 Fiddlers Three. 2.15 Midnight Madness.

## THE TIMES RACING SERVICE

Continuous live commentary with comment and analysis  
Plus classified results check every day

Call 0898 500 123  
Mandarin's Form Guide  
Plus Rapid Results Service  
Call 0898 100 123

Calls cost 25p (off peak) and 35p (standard & peak) per minute inc VAT

**Going: good**

1.15 WHITBREAD BEST BITTER NOVICE HURDLE (Div 1: £240: 2m 1f) (13 runners)

1 2222-1 SAYFAR'S LAD (9) (A Whiting) M Pops 4-11-7 P Seaton 9 99  
2 2000-1 AFFRATIME 222 (M Jansz) M Pops 4-11-7 P Seaton 9 99  
3 11-1 AUCTION LAW (14) (Mrs B Goring) B Barons 4-11-0 S Mickle 7  
4 000-1 BRISTOL HILL (10) (Mrs B Goring) B Barons 4-11-0 S Mickle 7  
5 000-1 COMMANCHE BRAVE (10) (Mrs B Goring) B Barons 4-11-0 S Mickle 7  
6 000-1 EVERHAM BUTCHERS (10) (Mrs B Goring) B Barons 4-11-0 S Mickle 7  
7 000-1 LORD CRUSTY 538 (M Asm) R Holder 5-11-0 N Coleman 8  
8 000-1 MR LAUREL 10 (A Chennay) Mrs B Waring 5-11-0 J Robson 8  
9 000-1 UPHAM RAINBOW (11) (Mrs B Goring) B Barons 4-11-0 S Mickle 7  
10 000-1 COTHELE 424 (A Foster) D Morris 5-11-0 J Robson 8  
11 000-1 DOWNSIDE 18 (S Wilson) P Rodford 7-10-0 P McLaughlin 7  
12 000-1 FAIRFIELD COW 11 (Mrs C Holder) R Dickin 5-10-0 M Jones 7  
13 000-1 FREE TWIST 19 (W Pavelet) G Thorne 5-10-0 M Jones 7  
14 000-1 BETTING: 4-5 Sayfar's Lad, 7-2 Auction Law, 8-1 Commanche Brave, 8-1 Bristol Hill, 14-1 Affratime, 16-1 others.

**FORM** SAYFAR'S LAD was a very good winner at Worcester (2m) by 71 from Auction Law when he was 7. He was a good winner at Worcester (2m) by 71 from Auction Law when he was 7. He was a good winner at Worcester (2m) by 71 from Auction Law when he was 7.

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2.15 HAPPY EATER RESTAURANT WEST COUNTRY CHAMPION CHALLENGE HURDLE (Handicap chase: £4,448: 3m 5f) (6 runners)

1 2222-1 SAYFAR'S LAD (9) (A Whiting) M Pops 4-11-7 P Seaton 9 99  
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3.00 SUPER SPARK. 3.30 BOONCH. 4.00 TWILIGHT MOH. 4.30 SUPER SPARK.

**HEREFORD**

**Selections**  
By Mandarin

1.00 Gunner Stream.  
1.30 Flori Wonder.  
2.00 Master Muck.  
2.30 Lefrak City.

3.00 Super Spark.  
3.30 Boonch.  
4.00 Twilight Moh.  
4.30 Super Spark.

Michael Seely's selection: 3.00 SUPER SPARK (nap).

The Times Picture Handicap's top rating: 1.00 GUNNER STREAM.

**Going: good**

1.00 GUNNER STREAM (10) (Mrs B Goring) B Barons 4-11-0 S Mickle 7  
1.30 FLORI WONDER (10) (Mrs B Goring) B Barons 4-11-0 S Mickle 7  
2.00 MASTER MUCK (10) (Mrs B Goring) B Barons 4-11-0 S Mickle 7  
2.30 LEFRAC CITY (10) (Mrs B Goring) B Barons 4-11-0 S Mickle 7

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1.15 WHITBREAD BEST BITTER NOVICE HURDLE (Div 1: £240: 2m 1f) (13 runners)

1 2222-1 SAYFAR'S LAD (9) (A Whiting) M Pops 4-11-7 P Seaton 9 99  
2 2000-1 AFFRATIME 222 (M Jansz) M Pops 4-11-7 P Seaton 9 99  
3 11-1 AUCTION LAW (14) (Mrs B Goring) B Barons 4-11-0 S Mickle 7  
4 000-1 BRISTOL HILL (10) (Mrs B Goring) B Barons 4-11-0 S Mickle 7  
5 000-1 COMMANCHE BRAVE (10) (Mrs B Goring) B Barons 4-11-0 S Mickle 7  
6 000-1 EVERHAM BUTCHERS (10) (Mrs B Goring) B Barons 4-11-0 S Mickle 7  
7 000-1 LORD CRUSTY 538 (M Asm) R Holder 5-11-0 N Coleman 8  
8 000-1 MR LAUREL 10 (A Chennay) Mrs B Waring 5-11-0 J Robson 8  
9 000-1 UPHAM RAINBOW (11) (Mrs B Goring) B Barons 4-11-0 S Mickle 7  
10 000-1 COTHELE 424 (A Foster) D Morris 5-11-0 J Robson 8  
11 000-1 DOWNSIDE 18 (S Wilson) P Rodford 7-10-0 P McLaughlin 7  
12 000-1 FAIRFIELD COW 11 (Mrs C Holder) R Dickin 5-10-0 M Jones 7  
13 000-1 FREE TWIST 19 (W Pavelet) G Thorne 5-10-0 M Jones 7  
14 000-1 BETTING: 4-5 Sayfar's Lad, 7-2 Auction Law, 8-1 Commanche Brave, 8-1 Bristol Hill, 14-1 Affratime, 16-1 others.

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1.45 WHITBREAD BEST BITTER NOVICE HURDLE (Div 1: £240: 2m 1f) (14 runners)

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2.15 HAPPY EATER RESTAURANT WEST COUNTRY CHAMPION CHALLENGE HURDLE (Handicap chase: £4,448: 3m 5f) (6 runners)

1 2222-1 SAYFAR'S LAD (9) (A Whiting) M Pops 4-11-7 P Seaton 9 99  
2 2000-1 AFFRATIME 222 (M Jansz) M Pops 4-11-7 P Seaton 9 99  
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3.00 SUPER SPARK. 3.30 BOONCH. 4.00 TWILIGHT MOH. 4.30 SUPER SPARK.

**HEREFORD**

**Selections**  
By Mandarin

1.00 Gunner Stream.  
1.30 Flori Wonder.  
2.00 Master Muck.  
2.30 Lefrak City.

3.00 Super Spark.  
3.30 Boonch.  
4.00 Twilight Moh.  
4.30 Super Spark.

Michael Seely's selection: 3.00 SUPER SPARK (nap).

The Times Picture Handicap's top rating: 1.00 GUNNER STREAM.

**Going: good**

1.00 GUNNER STREAM (10) (Mrs B Goring) B Barons 4-11-0 S Mickle 7  
1.30 FLORI WONDER (10) (Mrs B Goring) B Barons 4-11-0 S Mickle 7  
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2.30 LEFRAC CITY (10) (Mrs B Goring) B Barons 4-11-0 S Mickle 7

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## Fears over prize-money fuelled by continuing might of big battalions

By Michael Seely, Racing Correspondent

The close of the 1988 Flat racing season still sees the lack of prize-money at all levels to be the most serious problem confronting the industry.

Of course, the industry has been hit hard by the recession. The United States and other major racing powers. And in the European calendar only the Derby figured in the top 20 group one races in terms of prize-money value.

Internationally, Britain ranked only sixth. The United States, with £580 million is way out in front, followed by Japan, France and Australia.

Significantly, Canada, hardly a major factor in the sport, offers its owners £60 million compared with Britain's total of £30 million.

Politically, the idea of government help to the industry is a non-starter. Obviously there are far more deserving causes. But, unfortunately, the rules of the game as laid down in the Betting and Gaming Act of 1967 have put the bookmakers in an inescapable position.

So a decision in favour of the Horserace Betting Levy Board in their dispute with the bookmakers over the 38th Levy Scheme is of paramount importance.

Superficially, it seems well. Continued heavy foreign investment at the international sales and in bloodstock and property generally has made the standard of racing in Britain just about the highest in the world.

However, a glance at the owners and trainers' tables shows the reality of the situation. Quite simply, trainers with Arab support are continuing to dominate the situation with the rest of the industry.

Owners like the Maktoums and Khalid Abdullah are doubly welcome in Britain, not only for the employment they provide but also for the continuing maintenance of the high standard of the sport.

However, their presence masks the grave lack of funds in the middle and lower tiers. Competent trainers like John Gosden and Nicky Peck, who have found it necessary to give up the unequal struggle for existence in the Newmarket area alone.

Both he and his wife, Susan, are warmly regarded and respected in the close-knit family of racing.

With no financial help likely to be forthcoming from outside the industry, the accent remains on self-help. The concept of the Carver Million was a shining example in this respect.

Schemes like this obviously need keeping in balance and proportion, but the outburst by Lord Fairhaven, the senior steward of the Jockey Club, against such ideas at a dinner in Paris was as untimely as it was ill-judged.

More than ever, racing needs a stronger grip of professional management under the joint aegis of the Levy Board and the Jockey Club.

Pat Eddery became champion jockey for the sixth time, his brilliantly executed waiting tactics on Warning at Ascot being the most memorable moment of his season.

Willie Carson, five times former champion, was in inspired form in the autumn and continues to be a force for good as does Michael Roberts, whose riding of such stars as Mito and Indian Skimmer has been one of the highlights of the campaign.

Steve Causton has been missing since his accident at Goodwood at the end of August but his brilliant horsemanship had earlier been as much in evidence as ever, particularly in his handling of Diminuendo.

Those often neglected figures, the horses, are the real stars, though. Mito gets my vote for the horse of the year because of his devastating sprints in the Eclipse and King George VI and Queen Elizabeth Diamond Stakes.

Kahyasi showed rugged determination in his English and Irish Derby wins and Cecil has shown us two outstanding fillies in Diminuendo and Indian Skimmer.

And despite his defeat here on Saturday, Warning was the outstanding colt over a mile in Europe.

The Jockey Club has kept a mainly low profile. Their guidelines over the use of the whip, which were laid down at the beginning of the season, proved as effective as they were necessary.

As the introduction of a five-day entry scheme, designed to streamline the system, is awaited with interest and perhaps with trepidation by some trainers.

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# Butcher fined by SFA over door kicking incident

By Roddy Forsyth

Terry Butcher, the Rangers captain, was fined £500 yesterday by the Scottish Football Association when he was found guilty of bringing the game into disrepute following an incident shortly after the end of the Aberdeen-Rangers premier division match at Pittodrie on October 8.

The defender, who is almost certain to be included this morning by the England manager Bobby Robson in his pool for the match with Saudi Arabia in Riyadh next week, spent an hour in front of the SFA disciplinary committee in Glasgow. After the hearing Butcher declined to speak to reporters and said only a terse "no comment".

An SFA spokesman added little detail of the proceedings.

but confirmed that Butcher had been reported to the committee after an incident in which the door of the referee's room at Pittodrie had been kicked and damaged.

During the preceding match, which Aberdeen won 2-1, Ian Durrant, the Rangers midfielder player, was carried off with a serious injury to his cruciate ligaments when he was a victim of a tackle over the ball by Aberdeen's Neil Simpson. Durrant subsequently underwent two operations in hospital and will be out of football for at least a year.

Simpson was cautioned by the referee, Louis Thow, and the remainder of the match was played in an acrimonious atmosphere with the Rangers

players and management clearly unhappy that Simpson had not been ordered off for his foul on Durrant.

As the teams and match officials left the field shortly after the final whistle Butcher became involved in a heated altercation with Thow at the end of which the referee's door, which had been kicked forcefully, was splintered and broken.

The affair was witnessed by several high-ranking Grampian police officers who were standing in the players' tunnel and Butcher was subsequently reported to the local Procurator Fiscal, the official responsible in Scottish law, for incurring proceedings.

At that time Bobby Robson said publicly that he believed Butcher to be on the verge of ending his career in Scotland but, in the event, the Fiscal decided not to press charges against the player.

However the end of the legal authorities' interest in the matter cleared the way for the SFA to take its own action, the result of which was yesterday's hearing.

It was the second time in a year that Butcher had been cautioned by police after incidents at a football match.

Celtic preview, page 47

## BUTCHER'S PAST MISDEMEANOURS

Nov 8, 1988: Butcher, playing for Ipswich Town, is sent off at Southampton for a foul on Williams.

April 30, 1986: Ipswich, fighting relegation, lose 2-1 at West Ham to a disputed penalty four minutes from time. Butcher, the Ipswich captain, is booked for protesting and, as the teams leave the field, makes threatening gestures to the referee, Bobby Ferguson, the Ipswich manager, restraining Butcher, who later apologises.

Oct 17, 1987: Butcher, playing for Rangers, is dismissed during the Glasgow derby with Celtic.

at Ibrox Park. He is sent off with team-mate Woods and McAviney, of Celtic, after a clash which also involved Roberts, of Rangers. As a result, Butcher is fined £250 at Glasgow Sheriff Court for a breach of the peace.

Oct 8, 1988: Butcher kicks the referee's dressing room door after a match at Aberdeen. Rangers lost 2-1 but are incensed by Simpson's tackle on Durrant. The Rangers player is carried off, probably to miss the rest of the season.

Nov 7, 1988: Butcher is fined £500 by the Aberdeen Procurator Fiscal for his actions after the match at Aberdeen.

## Thomas named in England squad

By Stuart Jones, Football Correspondent

Michael Thomas, voted player of the month in October and man of the match in the Arsenal-Nottigham Forest Sunday, may receive a higher individual honour next Wednesday. He will be included in the England squad today and could be invited to collect his first cap in Saudi Arabia.

Potentially the most prodigiously talented of Arsenal's collection of exciting youngsters, Thomas, aged 21, is so versatile that he could fill any of three vacancies. Of the side held by Sweden last month, England are certain to be without Butcher and Stevens and probably Webb as well.

Thomas has appeared as a central defender and as a right back for his club but he would step more naturally into the midfield position from which he led Arsenal to an ultimately convincing 4-1 victory at the weekend. Webb, recently Bryan Robson's most regular partner, missed the fixture through injury. He strained a hamstring a fortnight ago in the game against Liverpool, during which he scored his 99th League goal, and has yet to recover. "I'm very disappointed because it looks as though I'm out of the reckoning," Webb said yesterday. "It has been a frustrating time."

Since making his international debut in West Germany a year ago, Webb has established himself as the captain's most effective foil, sharing the central duties in nine of the last 13 games. One of his temporary deputies, Hoddle, is sadly no longer considered and the other, McMahon, is recuperating.

"I want to remain a part of it all," Webb added, "but I also know that I might have been left out anyway if Mr Robson wants to experiment." The England manager has no choice in any case but to try a new defensive formation since Stevens, Butcher and Woods, are all required by Rangers.

They may not be the only absentees. Bobby Robson, who watched Sweden win 2-1 in Albania on Saturday, must trust that his chosen men avoid injury on Saturday and are released by their clubs. For that he will be relying particularly heavily on George Graham, whose generosity will be put to the test. As well as Adams, Royle and Smith, Thomas, the Arsenal manager could also be without Marwood and Smith for four days.

## Sponsors booming for football

By Louise Taylor

Club sponsorship this season is already 17 per cent higher than at the close of 1987-88, according to figures released by the Football League. The figure for 1988-89 is now £20 million, an increase approaching £3 million.

In comparison, 1987-88 drew £17.2 million - when £14.4 million was in individual club agreements and £2.8 million from central sponsorships. Trevor Phillips, commercial director of the League, expects revenue to rise to £21.5 million by May.

"Across the board, sponsorship is expanding but football is a particularly good medium," a League spokesman said. "It has a long season, a good target audience, shirt sponsors are guaranteed exposure and now has guaranteed television coverage for the next four years," he said.

Shirt advertising has proved a boom area - deals this season in the first division range from £1.5 million to £90,000 for a total of £12.8 million. The overall figure drops to £2.8 million for the second division, where a good arrangement is £40,000.

## French club is eager to sign Olsen

Jesper Olsen and Norman Whiteside could be poised to abandon the stuttering championship challenge of Manchester United in favour of a move to the French first division (Louise Taylor writes).

Officials of Bordeaux were present at Old Trafford for United's 1-1 draw against Aston Villa on Saturday.

However, their arrival would almost certainly bring Clive Allen's stay with the club to an end. The former Tottenham forward has struggled to justify his £1 million valuation since his arrival. French clubs are allowed to field two overseas players and Bordeaux have three.

## Schools ignore offer of free cricket coaching

By Alan Lee, Cricket Correspondent

The problems facing English cricket in its efforts to strengthen the game's grassroots are illustrated by the apathy within one county.

Jonathan Agnew, the England fast bowler and Leicestershire's cricket development officer, said last night that he has received a pitiful 4 per cent response to an offer of free, expert coaching made to all schools in the county.

Agnew wrote 500 letters to schools and up to yesterday only 20 had taken up his proposal to instruct schoolboys using Leicestershire's facilities.

Agnew, in London for the launch of his book, *Eight Days a Week*, is understandably shocked by the lack of interest. He said: "I thought we would do far better than this."

## Reflecting on the joys of jump racing



Limavady, ridden by Perry Harding-Jones, takes the water obstacle at Plimpton yesterday (Photograph: Hugh Routledge)

## Chaos as runners lose their way

Chaos reigned at Wolverhampton yesterday when nine of the 11 runners in the first race took the wrong course with a circuit to run.

After the race, the Castlecroft Selling Handicap Hurdle, punters besieged the weighing room, demanding that the race should be declared void.

The trouble happened on the bend in front of the stands, where a strip of rail separated the hurdles and chase courses.

Willie the Moon, a 66-1 outsider, was in front at the time with Brigadier Blake almost upsidown him.

Keith Sims, on Willie the Moon, correctly kept to the right of the rail. Hallowed, at the rear of the field, was the only horse to follow him, the rest going to the left on to the chase course.

Confusion ensued as jockeys, realizing their mistake, turned their mounts to go back and take the correct course.

As a result, Willie the Moon and Hallowed poached a clear lead, the latter going on to win by 25 lengths.

It was a while before Trematon came home to claim third place, with five of those who had gone the wrong way being pulled up.

Trevor Wall (Trematon) and Jonathan Lower (Brigadier Blake) were each fined £100 for failing to acquaint themselves with the course layout.

Dolls would have prevented the confusion but John Ford, the clerk of the course, pointed out that they were dissuaded from placing too many of them on the course by the Jockeys' Association.

The map of the course in the weighing room clearly showed the right way and Robert Stronge, who partnered the winner, said: "I arrived late and did not have time to walk the course or study the plan, but it was very obvious to me in the race which way to go."

John Bryan, on the fourth horse home, Tyrian Princess, said: "We were all set to go the correct way but when we got to the start of the rail the gap through which we had to ride was so narrow it looked as though it was a dead end."

Racing, pages 44-45

## Event winner had failed drugs check

By John Goodbody

In the first case of a positive drugs test in triathlon, one of the world's leading competitors, Scott Molina, was found to have anabolic steroids in his urine in a first analysis of his sample taken after the International Triathlon in Nice on September 24.

Molina, of the United States, who a month later was the winner of the Hawaii Ironman race, the event which brought the sport to public attention, is now expected to fly to France to be available when the second sample is examined. He denies having taken the drug.

If the second sample of his urine is also positive and Molina cannot offer any acceptable reason, he faces possible disqualification and a ban from competing in France for two years.

In Nice, Molina was second by 35 seconds to Rob Barel, of Holland, in an event, which together with the "Ironman" is the most prestigious in the sport. Triathlon consists of a 2½-mile swim, a 110-mile bicycle ride and a marathon run.

The first three men and women, plus some competitors at random, were tested at Nice but no other adverse findings were recorded.

Although the United States Triathlon Federation was informed of the positive test, Molina was understood to have been allowed to compete in Hawaii because the Federation does not have an anti-drugs policy.

Anabolic steroids, which help in the retention of nitrogen and the utilization of protein, could help a triathlete to recover more quickly from the intensive training most of them undergo.

The incident occurs at a particularly embarrassing time for triathlon because the UIMPB, the world governing body for modern pentathlon and biathlon, is to consider on November 18 whether the sport should be brought under the control of the organization responsible for multi-discipline sports. This would give it a much better chance of being included in the Olympic Games.

## Carling out for 21 days after knocks

By David Hands, Rugby Correspondent

Will Carling, who suffered mild concussion while leading England to victory over the Australian rugby union touring team on Saturday at Twickenham, is to accept the 21-day rest period laid down by the International Rugby Football Board.

He will miss, therefore, the three Courage Clubs Championship matches which his club, Harlequins, play this month, against Bristol (away) on Saturday, Waterloo (home) and Leicester (away). He will also be unavailable for selection by the Barbarians against the Australians in the final match of the British section of their tour, in Cardiff on November 26.

Carling, aged 22, was not unconscious at any stage during Saturday's game but he suffered two bangs to the head in a brief space of time which was enough to cause Ben Gilheather, the Rugby Football Union doctor, to advise the referee to tell Carling to leave the field with only a few minutes left to play.

"I'm still feeling a bit groggy and I'm going to take the 21

days," Carling said yesterday. "There's no point making a fuss. I've had concussion before and although it's not a bad one, I won't take any chances. I'm desperate to help Harlequins climb the league table and it might not go down well with them but it can't be helped."

Harlequins, the knockout cup holders, have won only one of their four league games this season but are sure to be understanding where their young centre is concerned - even though on November 19 their midfield will also be without Richard Cramb, who will be playing stand-off half for Scotland against Australia.

● NANTES: The French Federation has announced the official programme for international matches until the 1991 World Cup (Chris Thau writes). Next year France go to New Zealand and will be visited by Australia and Fiji. In 1990 France are scheduled to tour Australia and receive the All Blacks in France.

Filipkovic Cup draw and more rugby, page 46

END COLUMN

## Britain ready to serve in quarrel

By Rex Bellamy  
Tennis Correspondent

A two-man delegation from the Wimbledon management committee will probably travel to Florida next week to meet Hamilton Jordan, the chief executive of the Association of Tennis Professionals (ATP), which is intent on controlling its own destiny.

"Buzzer" Hadingham, the Wimbledon chairman, said yesterday that the trip depended on whether or not there was "a chance to bring them back into the fold". Ron Pressley, the Laws Tennis Association president, said Britain had suggestions "for resolving the situation within the existing framework".

The talks would concern the ATP threat (one suspects it is already a decision) to withdraw from the grand prix and run a separate ATP tour in 1990 - unless the ATP is granted control of the Men's Tennis Council, on which representatives of tournaments and the International Tennis Federation (the collective voice of national associations) are also represented.

## ATP wants to stop ITF's voting rights

The ATP wants to strip the ITF of voting rights, but this hardly matters because representatives of ITF tournaments would retain votes.

Equally, the ITF has no present justification for worrying about its shop-window events. The ATP plans to organize its tour around the four grand slam tournaments and the Davis Cup, which means that ATP members would support ITF events for 12 weeks of the year.

The great tournaments look safe - pending the further disputes that will rumble down the years. Every generation of tennis politicians seems half-blind to the mistakes made and opportunities missed by earlier generations.

For 20 years and more, the dramas have unfolded like episodes in a soap opera. We are simply dealing with impassioned family quarrels in which some relatives change sides by moving from one tennis faction to another.

I will not bore you by listing all the examples from shelves in the memory. But late in 1973, two ATP spokesmen, Jack Kramer and Donald Dell, were confronted by derisive questioning when the ATP announced it intended to form a joint council with the ITF.

Such a marriage was doomed to failure and (not for the first time) the ATP and ITF are now heading for divorce. The divorce will probably be a decree absolute by the end of the year, though the divorces must continue to live together.

Another topical memory concerns January 1974, when the ATP and tournament directors were organizing their own circuit: 20 events in the United States and 25 in Europe and Asia. Yes, we have been here before...

In every quarrel some group (players, tournament directors, the World Championship Tennis circuit, or the American inter-city team league) has been pig-in-the-middle. The common factor has been the ITF, which must cherish its most prestigious, fund-raising professional events but should otherwise concentrate on the rules of tennis and the development of the game worldwide.

## Success needed in grand slam events

What matters to the public and the great events is that the success of major tournaments - including Wimbledon - depends on the participation of the kind of players who sell tickets, attract publicity and sponsors, and produce first-class tennis.

In short, the tournaments and the ATP need each other but the ITF, instead of seeking control over the entire professional game, should tackle its real job. The ATP and tournament directors and entrepreneurs should be left to organize what is left of the professional year after the ATP has honoured its duties to the major ITF events.

There will be problems, among them a mutually acceptable system of graduation to the ATP tour from the more modest tournaments supported by national associations. Many conflicts of interest will remain. But nothing should be beyond the wit of an annual dinner incorporating all interested parties and a few bottles of charet. A table for six should suffice. They could go Dutch. It's all in the family.

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## Chile ban lifted

Zurich (Reuters) - Chile's ban from international matches was lifted by the International Football Federation (FIFA) yesterday. FIFA imposed the suspension last Thursday because Chile's Football Association had disregarded instructions over a compensation payment to Atlas de Guadalajara of Mexico.

Ivo Bassay, of the Chilean side Everton, was transferred to Atlas and later released by the Chilean authorities to play for French second division club Reims. Chile ignored the demand for compensation until yesterday.

## Sunny days

Sun Life Assurance are to sponsor the European Swimming Cup at the Royal Commonwealth Pool in Edinburgh from December 9 to 10.

## SPORT IN BRIEF

### RAC Rally

Seven present or former world champions will take part in this year's Lombard RAC Rally, which starts and ends in Harrogate later this month. First away on November 20 will be the world rally champion, Juha Kankkunen, of Finland.

### Senna races

Ayrton Senna, of Brazil, the new world motor racing champion, will drive in the Australian Grand Prix on Sunday despite injuring a wrist playing beach football.

### Record run

The Londoner, Hilary Walker, broke the women's world record in a 48-hour international track race at Blackpool yesterday. She completed 230 miles to beat the previous best by 15 miles.

### Parker leads

Paul Parker has accepted the captaincy of Sussex again for next season. Parker became Sussex's fifteenth post-war captain when he replaced Ian Gould after the county finished bottom of the championship in 1987. Last season they finished sixteenth.